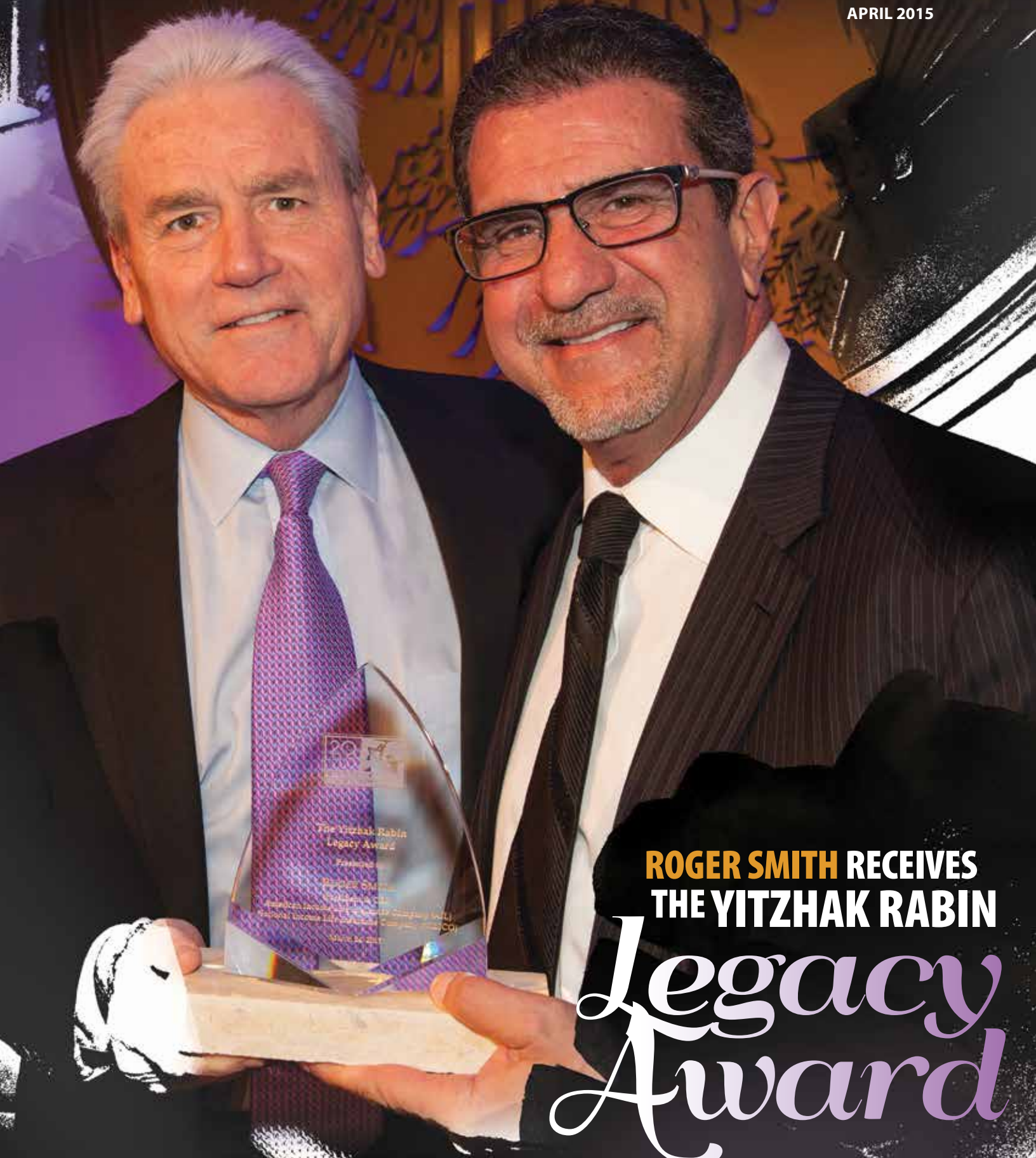


SPOTLIGHT

APRIL 2015



**ROGER SMITH RECEIVES
THE YITZHAK RABIN**

*Legacy
Award*

Right: Roger congratulates new SGA Michael Mandella (left) and promoting SGA Chris Hernandez (center) after presenting Chris with the AIL Legacy Award at the SGA meeting in Victoria, BC.



PERSONAL RECRUITING YOUR LEGACY STARTS TODAY

“WHAT YOU LEAVE BEHIND IS NOT WHAT IS ENGRAVED IN STONE MONUMENTS, BUT WHAT IS WOVEN INTO THE LIVES OF OTHERS.” — PERICLES

LAST YEAR AT THIS TIME, WE UNVEILED our Personal Recruiting program here in *Spotlight*. We were convinced it was a good idea to make Personal Recruiting a permanent, vital part of our recruiting efforts, incorporating it into our culture as a whole.

Prior to the institution of the formal Personal Recruiting program, we occasionally had contests and promotions that rewarded those who brought in personal recruits. We always intuitively knew that Agents brought into AIL-NILICO in this manner were of a higher quality. No, I'm not saying they are intrinsically better people; it only makes sense

that Agents who have a personal connection to the person who recruited them would tend to fare better. In part, this is because they have a built-in support system and a certain sense of accountability to the one who recruited them.

I don't think even we suspected just how important the "personal" in personal recruiting would be but the numbers say it all:

- **THE HIRE-TO-CODE RATIO OF PERSONAL RECRUITS IS 2:1, EXACTLY DOUBLE THAT OF CANDIDATES RECRUITED BY OTHER METHODS.**
- **PERSONAL RECRUITS HAVE THREE TIMES THE LONGEVITY OF OTHER RECRUITS.**
- **PERSONAL RECRUITS AVERAGE 100 PERCENT MORE PRODUCTION THAN OTHER RECRUITS.**

We will continue to use every means available to attract quality talent. Currently, about a quarter of our Agents are personal recruits. But with the odds in our favor, our goal is that 50 percent of our field force will eventually be personal recruits.

If you're not in management, and you're asking yourself what recruiting of any kind has to do with you, then you may not be familiar with our Personal Recruiting Program. We've revamped it slightly (see **PAGES 12-13**), but the bottom line remains the same: share *Opportunity Unlimited* and you make money. Check out **PAGES 14-15** to see how your fellow Agents have put this to work for themselves as well as what the Company has paid out in total.

Even if you're new to AIL-NILICO — especially if you are in your first 60 days with the

Company — you can reap the rewards of the Personal Recruiting Program. Personal recruits do not need to be coded to you. And we've added another layer of rewards: the League of Champions Personal Recruiting Club. Recognition begins with as few as 5 personal recruits.

But there's more to it than that. You grow a legacy.

Last month, I was honored to accept the Yitzhak Rabin Legacy Award from the American Friends of the Yitzhak Rabin Center in Washington, D.C. on behalf of American Income and National Income Life. You can't receive a Legacy Award without pausing to reflect on what that legacy is. Former NFL coach Bill Parcells once said, "You ask yourself, 'What do you want your legacy to be?' I'm content at this point to say, 'Those who follow me.' I think I've got a pretty good group, so far." I couldn't have said it any better than that.

Sharing *Opportunity Unlimited* is how we continue to grow our legacy as a company and as individuals. Each life we touch, each life we make better makes us all better and builds our individual and collective legacies. I see personal recruiting as a natural extension of our mission to help working families whether it's by protecting them with our insurance products or helping them build an exciting career ... and their own legacy.

Paying it forward by sharing *Opportunity Unlimited* with the people you interact with is a win for those you bring on board and rewarding for you as well. It's never too soon to start building your legacy.



Roger Smith

President & Chief Executive Officer
AIL & NILICO



SPOTLIGHT

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NEWS APRIL 2015

VOL. 48 NO. 4

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2015, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first nine months. The rates listed are for *Spotlight* recognition only.

Retention: **70.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday 05/22** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday 05/27**. eApp business excluded from the 7 day hold should be uploaded by **Friday 05/29** before 2:00 p.m. CST to count for **May** production.

\$3,423,876

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 34-41**.



YITZHAK RABIN LEGACY AWARD
pg. 21

***Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2016 Awards Presentation are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two RGAs, the top five MGAs, the top five GAs, the top five SAs, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. View the 2015 Convention Qualifications online at www.aillife.com or www.nilife.com. **Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful El Conquistador Resort in Puerto Rico! The convention will be held May 22-25, 2016.**



LOOK FOR ME!

★ AGENT TENURE BONUS ★

2015



NO AGENT LEFT BEHIND

MARCH BONUS PAYOUT: \$235,000

MARCH BONUS QUALIFIERS: 172

Stephen Alexander	\$1,500	Brian Lee	\$1,500	Justin Zupan	\$1,500	Brad Henry	\$1,250	Tanish Nunn	\$1,250
Ashleye Armelin	1,500	Ryan Locke	1,500	Alia Aboulhosh	1,250	Hannah Hinkle	1,250	Jackie Okimoto	1,250
Nehemias Arocho-Gonzalez	1,500	Mason MacFarlane	1,500	Sarah Acker	1,250	Cameron Howat	1,250	Matthew Olivier	1,250
William Barker	1,500	Jake Mai	1,500	Dennis Allard	1,250	Kwang Bin Im	1,250	Nicholas Owens	1,250
Travis Barnes	1,500	Emma Mekinda	1,500	Candice Anderson	1,250	Christina Jauch	1,250	Terry Owens	1,250
Courtney Basil	1,500	Gage Milliman	1,500	Juan Baez	1,250	Amber Jeanne	1,250	Justin Powell	1,250
Alexander Bayley	1,500	Matti Ollila	1,500	Jessica Benigno	1,250	Walken Jean-Pierre	1,250	Roger Rau	1,250
Jesse Benwell	1,500	Kekoa Omo	1,500	Clement Biney	1,250	Audrey Johnson	1,250	Jamila Richardson	1,250
John Bilinsky	1,500	Jesus Parra	1,500	Dan Bragilevsky	1,250	Blair Johnson	1,250	Johanna Rios	1,250
Charles Boisselle	1,500	Sherly Philippe	1,500	Jessica Brewer	1,250	Hayley Johnson	1,250	Stephen Ruggles	1,250
Joshua Boyce	1,500	Charles Raker	1,500	Shannon H Brown	1,250	Michael Jones	1,250	Krystina Sauber	1,250
Daniela Carcamo-Mendez	1,500	Stephanie Reinke	1,500	Athea Buchanan	1,250	Aaron Kean	1,250	Walter Scott	1,250
Nehemiah Chea	1,500	Claire Reynolds	1,500	David Buetow	1,250	Jessica Kendall-DeGraves	1,250	Nagah Selow	1,250
Jasmine Choy	1,500	Jeremy Rivers	1,500	Eric Butt	1,250	Richard Lane	1,250	Morgin Sheppard	1,250
Cameron Colbert	1,500	Tiffani Robinson	1,500	Kevin Carr	1,250	Christina Lang	1,250	Christine Sobb	1,250
Olivia Cunningham	1,500	Karan Rogers	1,500	Morgan Carr	1,250	Cesar Leon	1,250	Michael Spann	1,250
Mario DiGiovanni	1,500	Brandi Rule	1,500	Michael Casey	1,250	Michael Lessard	1,250	Annamarie Stancliff	1,250
John Durham	1,500	Eddie Saules	1,500	Sonja Christie	1,250	Hannah Linderholm	1,250	Joshua Stone	1,250
Tammy Fletcher	1,500	James Sherwood	1,500	Rebecca Churray	1,250	Timlan Lubbers	1,250	Juan Tapia	1,250
Jonathan Frigola	1,500	Roger Shively	1,500	Terrance Clarke	1,250	Bryan Maggard	1,250	Hateni Tohi	1,250
Emaly Galeano	1,500	Diana Sinohui-Garcia	1,500	Amy Collins	1,250	Sharon Manning	1,250	Nicolette Toigo	1,250
Dawn Gann	1,500	David Stingl	1,500	Philip Csati	1,250	Anastasia Martens	1,250	Chad Vangils	1,250
Elizabeth Garcia	1,500	Cassandra Stubblefield	1,500	Heathre Depratt	1,250	Glenn Martin	1,250	Elba Vargas	1,250
Melissa Georgopoulos	1,500	Brian Stuckey	1,500	Jennifer DeWitt	1,250	MaryBeth McCarter	1,250	Jessica Velazquez	1,250
Kevin Gill	1,500	Kenneth Suttton	1,500	Emeka Egu	1,250	Terrell Milton	1,250	Steven Warner	1,250
Randy Gill	1,500	Miriam Taylor	1,500	Brent Erkkila	1,250	Risa Moniz	1,250	Olesya Wegner	1,250
James Good	1,500	Anita Thomas	1,500	Julius Evers	1,250	Pablo Montanez	1,250	Joshua West	1,250
Altovise Green	1,500	Coleman Thompson	1,500	Mara Flemming	1,250	Yeng Moua	1,250	Greta Wilson	1,250
Susan Gross	1,500	Dana Tiegen	1,500	Douglass Floyd	1,250	David Nguyen	1,250	Megan Winston	1,250
Ashley Hartman	1,500	Matthew Vaupel	1,500	Gordon Fulton	1,250	Cherece Norris	1,250	Jeffrey Witherall	1,250
Casey Hayes	1,500	Reuben Vincent	1,500	Justin Gatens	1,250				
Jessica Holman	1,500	Daniel Wallace	1,500	Jon Gelhorn	1,250				
Chase Hrivnak	1,500	Raymond Wentworth	1,500	Alex Giddings	1,250				
Lamar Huntley	1,500	Cornelius Wilkins	1,500	Bernard Gouck	1,250				
Diego Jimenez-Vazquez	1,500	Tamecia Williams	1,500	Sean Gracy	1,250				
Lakiethra Jordan	1,500	Rodney Wilson	1,500	Malaysia Halley	1,250				
Frank Kacvinsky III	1,500	Hanbo Xu	1,500	Mchel Helgeson	1,250				

Eligibility must occur in the 4th, 5th or 6th month of tenure. Tenure month is determined by agent's contract date (first application date) with the Company. Hire/code month is Month One and based on date in the system. Contract month counts as a full month of tenure regardless of whether agent codes on the first day of the month or last day of the month.

Agent must have minimum of 84% Net-to-Gross in month 4 - 6

*Qualifications and guidelines are on the ARC.

Company Records

MARCH PRODUCTION:
\$18.9 million Net ALP, best month ever

Q1 PRODUCTION:
\$45.3 million Net ALP, best 1st Qtr ever,
2nd best Qtr ever

MARCH CODES:
1,329 Codes, best month ever MARCH

AGENT COUNT:
6,679 Agents, highest agent count ever

PR Achievements

AD&D MEMBERS SIGNED:
24% growth over March of 2014 - 19% growth

YTD GROUP SIZE:
80% growth over March 2014 - 69% growth YTD

ORIGINAL CARDS:
12% growth over March 2014

Anniversaries

31 Years of Service
Vivian Dwyer, PR
27 Years of Service
Susan Gilbert, PR
26 Years of Service
Scott Remmey, AGT
25 Years of Service
Christopher Cummings, AGT
Paramjit Sangha, AGT
24 Years of Service
Sharon Nigota, AGT
21 Years of Service
Daniel Phares, AGT

20 Years of Service
Darrell Dorey, PR
Maria Esposito, AGT
Patti Morgan, PR
17 Years of Service
Francisco Perez, SGA
15 Years of Service
Becky Cutler, PR
Vance Rountree, AGT
14 Years of Service
Mary-Delores Ayarzagotia, GA
Theodore Pappas, SGA
Douglas Zigby, AGT
13 Years of Service
William Slocum, PR
12 Years of Service
Horace Johnson, RGA
Karen Stockwell, AGT

Angelika Vassilieva, AGT
11 Years of Service
Ronald Berube, AGT
10 Years of Service
Katherine Georgiou, AGT
Shiwa Hollingsworth, GA
Diana McNair, AGT
Troy Plummer, RGA
Scott Rehberg, SGA
Tibor Simon, MGA
Emmanuel Villasenor, MGA
9 Years of Service
Todd Engelson, AGT
Beth Farm, PR
Steve Orcherton, PR
Raymond Risucci, RGA
Jennifer Wehrle, RGA
8 Years of Service
Robert Drake, GA
Jeremy Engrav, GA
Albert Lau, MGA
Jackie Lowe, PR
Benton Tong, AGT

Gevorg Yanukyan, MGA
7 Years of Service
Raymond Angeles, MGA
Daniel Hanson, AGT
Mike Hudnall, RGA
Bernardo Lopez, AGT
Fritznel Octave, MGA
Bernard Oliphant, AGT
Adelfa Parinas, AGT
Daniel Umbertone, SGA
6 Years of Service
Odilia Goulart, AGT
Lydia Lozano, AGT
Dawn Selden, AGT
Brian Welsh, MGA
5 Years of Service
Souleymane Bah, RGA
Lauren Coyne, MGA
Paavo Cymonow, GA
Johanna Handa, AGT
Dwayne Hargrove, AGT
Lucan Schmidt, SA
Lawrence Smith, GA
Christopher Weglarz, SA
4 Years of Service
Keith Booker, AGT
Aldina DaRosa, GA
Sokol Fazliu, GA

James Franklin, MGA
Michelle Korb, PR
Kehinda Pryor, AGT
David Watkins, AGT
Ryan Wilson, RGA
3 Years of Service
Shorne Brown, MGA
Britton Costa, MGA
Marta Cunha, GA
Arie Davis, MGA
Aaron Friedlander, MGA
Alan Grage, AGT
Megan Herickhoff, MGA
Mark Hileman, MGA
Todd Homer, AGT
Mir Khan, GA
John Leggio, MGA
Fuaifale Mauu, AGT
Peter McEnaney, MGA
Aaron McKenney, MGA
Tyler McKnight, RGA
Jermaine Moore, PR
Nicole Rex, AGT
Chas Robinson, PR
Joseph Sarasin, AGT
2 Years of Service
Corina Araujo, SA
Jonathan Boyd, GA

Jerrard Brown, GA
Timothy Buckner, MGA
Samantha Cicardo, AGT
Pauline Cresswell, GA
Heather Cullen, SA
Charles Firmeno, SA
Patrick Fraley, AGT
Steven Goodwin, AGT
Donald Gregoire, GA
Branden Griffin, GA
Miriam Heaton, SA
Francis Ingulli, SA
Jennifer Jantzen, MGA
Lisa Jones, AGT
John Kaster, AGT
Daniel LaFontaine, SA
Luao Leota, SA
Michael Loftus, AGT
Mildred Machuca, GA
Ralph Matarese, SA
John McDougald, GA
Boris Mendes, SA
Collin Miles, AGT
Scott Montgomery, GA
Mike Paragiou, SA
Jamell Ramsay, AGT
Calvin Scott, AGT
Noah Shahin, MGA

Nadine Smith-Johnson, AGT
Justyna Sot, AGT
Tyler Storie, GA
Jimmy Tchen, RGA
Inderjit Toor, AGT
Steven Trattar, AGT
Michael Williams, MGA
Jason Young, SGA
1 Year of Service
Danielle Abrams, GA
Sasan Afgani, AGT
Victor Agurto, SA
Christopher Akins, MGA
Nichole Alanis, AGT
Rocio Aleman, AGT
Ela Anae-Ah Sue, AGT
Muzit Berhe, AGT
Dana Black, AGT
Adam Boggs, AGT
Gregory Bonnes, AGT
Brendan Bradfield, SA
Ashley Brake, AGT
Marzuwoa Brown, SA
Michael Buckelew, SA
Crystal Camacho, GA
Lee Chacon, AGT
Rubin Chaimov, AGT
Michelle Clavijo, GA

Giselle Cyrillo, AGT
Judy Dawson, GA
Sarita Dhaubhadel, AGT
Andrew Dorf, SA
Jennifer Escobar, AGT
David Finnie, AGT
Catherine Fisher, SA
Karen Fleming, AGT
Bradley Fordyce, GA
Samuel Geissinger, SA
Rachel Gilman, AGT
Menno Glick, GA
Jason Gravis, AGT
Dennis Guss, AGT
Cathleen Hairston, SA
Bret Hamlin, AGT
Imtiaz Haque, AGT
Travis Henderson, GA
Dustin Holtz, SA
Jon Hungerford, AGT
Shun Jackson, GA
Immacula Jacques, GA
Laura Janosko, AGT
Timothy Jones, SA
Rayleen Kama, GA
Joseph Kanaan, SA
John Kreidler, SA
Shelby Lashley, AGT

Andrew MacKinnon, SA
Danny Mayorga, AGT
Julian McClain, SA
James Merriman, SA
Billy Meyer, SA
Vivian Miller, AGT
Kyle Mitchell, SA
Vinecia Moore, GA
Daniel Moreno, AGT
Michael Neilson, SA
Prince Ntim, SA
Beatriz O'Neill, AGT
Lakeita Opore, SA
Christopher Pabon, SA
Deborah Palmer, AGT
Mele Peaua, AGT
Kashief Perkins, SA
Anna Pulit, SA
Joshua Randolph, GA
Alicia Rodriguez, GA
April Sanchez, SA
Mona Shah, AGT
Jevette Smith, SA
Joseph Springstead, SA
Shelley Suggett, MGA
Brett Surgener, AGT
Emily Sutton, AGT
Annastasia Tafese, AGT

Afsaneh Tehrani Zadeh, AGT
Kurt Theis, AGT
Edmond Timmons, AGT
Kevin Tomanovich, RGA
Hifo Tuionetoa, AGT
Ariel Vela Della Vedova, SA
Gregory Vess, SA
Breanna Washington, SA
Cherelle Washington, SA
Alan Watkins, SA
James Wilson, SA
Walden Wong, AGT
Elena Wortham, AGT
Fariborz Yazdani, AGT
Hye Yun, AGT
Paul Zuzick, SA

Regional General Agent
Benjamin Ainscough
Horace Johnson
Angel Patryluk
Bob Wingate
Master General Agent
Nicole Bromley
Sandra Byrd
Victor Ciesielski
Lauren Coyne
Mack Doby
Michel Fire
Michael Loveall
Lisa Sarish
60% General Agent
Steven Ashcraft
Alma Barriga-Gonzalez
Kathryn Chaisson

Allison Cole
Michael Coulthard
Casey Johnson
Morgan Lobello
Heather Matchett
Kelly Nails
Aaron Voegel
Zathia Zarza
57.5% General Agent
Adem Abdula
Daniel Ball
Richard Berrett
Matthew Brazeau
Jahhad Crawley
Peter Cullinane
Orin Dutra
Joshua Gassman
Simone Hunter

Pennie Jansik-Keller
Ian Jarlett
Junbin Koh
Brandon MacDonald
Jonathan Seguin
Steven Sinclair
Christine Sobb
Pedro Vazquez-Armenteros
55% Supervising Agent
Jason Ashline
Blake Bocci
Matthew Cessna
Deserick Davenport
Kenneth Davis
Charles DeRienzo
Briana Foster
Andrew Filot
Thomas Greene

Scott Hendricks
Nic Iagulli
Zachary Lakatos
Timlan Lubbers
Jennie Overbey
Shaniqua Peters
Chad Price
Lindsay Sanchez
Ceaser Silva
Paula Stiefel
Heather Watts
Travis White
Shayla Williamson
Ali Zaidi
52.5% Supervising Agent
Jesse Abbott
Mohamed Abdulsalam
Taylor Adolph

Austin Ali
Candice Anderson
Deanna Aschwanden
Jesse Benwell
John Bilinsky
Omar Billy
Cornelius Bland
Dan Bragilevsky
Cristina Brooker
David Buetow
Oscar Carter
Jesse Coatney
Marissa Cobb
Rommell Cooper
LaTanga Daniels
Tamara Davenport
Ryan Deeter
Kevin Dotzel

Jared Elrod
Cody Ernst
Tyson Evans
Julius Evers
Ryan Ferguson
Ryan Ferris
Yairaniz Figueroa-Ruiz
Jason Finley
Derek Foore
Cristina Fox
Emaly Galeano
Sheralyn Gonzalez
Kate Henderson
Dianna Hernandez
Jessica Holman
Thomas Hoopes
Alecia Hudson
Nicholas Jack

Jeffery Johnson
Faith Jones
Thomas Lafferty
Brandon Larkin
Simon Lee
Jorge Leon
Jake Mai
Chantal Mallette
Michael Mallia
Michelle Meldrum
Brazillian Mitchell
Kyle Mitchell
Stephen Monge
James Moore
Matthew Mortinson
Yeng Moua
Therese Nakamura
David Nguyen

Alex Normandeau
Cherece Norris
Kelly Ochs
Daniel Petruccello
Connor Purington
Janet Ramirez
Ashley Rice
Belinda Rickles
Frank Rodriguez
Ammy Rodriguez-Ampudi
Anita Ruiz-Brittingham

John Russo
Kendra Sabin
Elizabeth Smart
Cassandra Stubblefield
Jacquelynne Thorpe-Stewart
Stefanie Thueson
Diana Vedock
James Velas
Troy Verwey

Michaela Wadsworth
Sean Walsh
Heather Ward
Chelsea Wilbur
Tracie Woods

Promotions



SPRING SGA MEETING

MARCH 30 - APRIL 2 | FAIRMONT EMPRESS, VICTORIA, BRITISH COLUMBIA

Cl^oser
to the Heart 



SGAs WORKING



AIL-NILICO SGAs, IN VICTORIA, BC FOR THEIR Spring meeting, donated \$25,246 to Our Place Society, an inner-city community center, as part of our Closer to the Heart program of charitable giving.

CEO Roger Smith presented the donations to Our Place Society's Director of Development Laura Walsh. In his remarks, Roger explained to Ms. Walsh how giving back to the communities where we live and work is woven into our culture, and Closer to the Heart expands that commitment to the places we visit for meetings and conventions.

Our Place Society serves Greater Victoria's most vulnerable: the working poor, impoverished elderly, mentally and physically challenged, addicted and the homeless. They provide hot showers, free clothing, counseling and outreach services, and transitional housing. They also prepare and serve 1500-2000 meals daily at their facility.

Ms. Walsh presented Roger with a commemorative framed photo montage of actual "family members," as Our Place refers to clients. She related that, upon hearing of the donations, "Bev," a client and Our Place volunteer remarked that she was an AIL policyholder. She had suffered a brain injury and recalled that AIL was "good to me and paid quickly."



EMBRACE YOUR PASSION



Susan Fuldauer

Vice President of
Public Relations Field Operations

AS YOU'LL SEE IN THIS ISSUE OF Spotlight, March 24, 2015 was a very special day. It was a celebration of a passion and 42 years of dedication to working families and strengthening communities in a global fashion.

Our CEO, Roger Smith, was awarded the first ever Legacy Award from the American Friends of the Yitzhak Rabin Center. The Center is dedicated to achieving a just world, a world of peace. What a way to celebrate who we are as a company and who Roger is as a passionate and compassionate leader. It's a lesson in vision, commitment, focus and dreaming large for us all. Roger was honored as one who exemplifies the late Israeli Prime Minister Yitzhak Rabin's core beliefs and leadership in job dignity, fair pay and adequate working conditions.

The Yitzhak Rabin Center is dedicated to teaching the legacy of the late Israeli Prime Minister and Nobel Peace Prize winner, Yitzhak Rabin, who devoted his life to public service, equal opportunity, peace, leadership, social justice and educational opportunity for all Israelis. The Center's educational programming

reinforces democratic values, promotes tolerance and understanding among diverse groups in Israeli society, and teaches conflict resolution with the goal of helping form future leaders of Israel.

Each of us has a passion. Not all of us, however, act on and embrace that passion and make something incredible happen because of that passion. I congratulate Roger on what he has created, as he truly has done something incredible that has impacted many. My hope is that your passion is what brought you and keeps you with AIL/NILICO. It's the passion for humanity that makes us great as a company and it is the many individuals who hold that


"NEVER STOP BELIEVING IN THE POWER OF PASSION."

passion dear that creates the indelible impact we have wherever we are on this earth.

When I've spoken with our leaders, our top producers, both on the Agency and on the PR side of the business, their passion is evident. They understand who we are, our core values, the impact we have on each family when they need us the most, and the part they play in a much, much bigger picture.

So, do you know where *your* passion lies? Can you embrace that passion and make this world a little better? I believe we can, together, with one focus, one vision of creating a better world with shared prosperity, economic and worker protections and opportunity to make dreams a reality.

In the 30 years I've been blessed to call AIL my home; I've never been so proud of the generosity and proclamation of what we stand for as I was at the American Friends of the Yitzhak Rabin Center celebration dinner. So many of you went above and beyond not just with your contributions and travel to honor Roger, but with the behind-the-scenes work that was done to make sure this was truly the culmination of a lifetime of passionate work being celebrated in style.

The collective good that our organization does is beyond description. Embracing your passion to grow opportunity for others is one of the most important pieces of this collective good. Never stop believing in the power of passion and the changes we can make together for that collective good. 



Recognizing the achievements of our newer State General Agents



Mat Hart
Mat and his Agency rocked March with 280.8% growth over March 2014.



Byron Paz
Byron led his Agency to a fantastic month with 232.2% growth over March 2014.



Roger Fung
Roger and his Agency achieved 67.9% growth over March 2014.



Mitch Duplantis
Mitch's Agency had 52.5% growth over March of 2014.



Nelson Named to Labor Advisory Board



Sara Nelson took office as the International President of the Association of Flight Attendants-CWA, AFL-CIO in June of 2014, having served as International Vice President from 2011 through May of 2014. Sara became a United Airlines Flight Attendant in 1996 and has been a union activist since nearly the beginning of her flying career.

Much of Sara's union activism has been focused on mobilization, communications and strong union contracts. Early in her union career, Sara served in a variety of positions including CHAOS™ Strike Co-Coordinator, and Local Council Vice President, Local CHAOS™ Strike Coordinator and Council Rep. (United Airlines, Boston).

Before her election to international office, Sara spent more than eight years directing communications and PR efforts for the union's United Airlines unit, representing the union in all the major news media in the U.S. and abroad. She also was responsible for internal member communications and mobilization.

Sara has extensive government relations experience having testified in Congressional hearings, written congressional testimony, coordinated congressional press conferences, and personally lobbied members of Congress. She also designed and conducted training programs on a wide range of topics for union members.

Sara resides in the DC area with her husband, David Borer and son Jack.

MEMBERS

— By Number of Eligible Personal Recruits

The AIL-NILICO Personal Recruiting Program was introduced in April of 2014 to drive our efforts toward making personal recruiting a permanent part of our culture. The numbers say it all: this program is a success and continues to bring us quality talent as well as reward those who recruit them. See below for revised program parameters.

5% income stream based on Personal Recruit's Net ALP during their first 6 months — the better they do, the more you make

\$250 when a Personal Recruit writes and submits his/her first application

\$500 when a Personal Recruit writes and submits his/her first application within your first 60 days of tenure with AIL/NILICO

Terms & Conditions:

5% of the Personal Recruit's production is based on personal net life premium only. Recruiting Agent is eligible for 5% income stream only while under active contract with the Company. A Personal Recruit is recruited through personal relationships or happenstance introduction. Candidates recruited through any structured or existing recruiting system — RMS, newspaper ads, career fairs, Internet ads, job boards (such as Monster, CareerBuilder), Craigslist, etc., kiosk placements, event recruiting, etc. — do not qualify as Personal Recruits, nor qualify you for Personal Recruiting incentives.

NEW CLUB

In addition to the designated payments and additional monthly income stream, the League of Champions recognizes various levels of personal recruiting achievement. Recognition begins with as few as 5 personal recruits and there is no limit to the number of personal recruits you can have.

CONGRATULATIONS TO OUR FIRST LEAGUE OF CHAMPION MEMBERS!

LEAGUE OF CHAMPIONS



BRONZE QUALIFICATION

5 Eligible Personal Recruits*
League of Champions Plaque



SILVER QUALIFICATION

10 Eligible Personal Recruits*
League of Champions Pen & Portfolio Set



GOLD QUALIFICATION

15 Eligible Personal Recruits*
League of Champions Gold Ring



PLATINUM QUALIFICATION

25 Eligible Personal Recruits*
3 day/2 night All-Inclusive Resort Trip for 2

*A Personal Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP



OFA TUPOUNIUA
BRONZE & SILVER
14 Recruits
Steve Friedlander



MONICA BROWN
BRONZE & SILVER
11 Recruits
Dorian Brown



BOBBY GUJRAL
BRONZE
8 Recruits
Altig-Orlovic



ADEYEMI AKINADE
BRONZE
7 Recruits
Williams-Zophin



KEVIN HOLTZ
BRONZE
7 Recruits
Surace-Smith



ALEX KAE
BRONZE
7 Recruits
Altig-Orlovic



NICHOLAS MOORE
BRONZE
7 Recruits
Durhon Oldham



SOONALOTE TAOGAGA
BRONZE
7 Recruits
Steve Friedlander



LESINA AH SUE
BRONZE
6 Recruits
Steve Friedlander



OSCAR BETANCOURT
BRONZE
6 Recruits
Robert Olson



JAMES FRODYMA
BRONZE
6 Recruits
Jeremy Welch



OLIVER HUERTA-GONZALEZ
BRONZE
6 Recruits
Sabrina Lloyd



JOHN NIEVES
BRONZE
6 Recruits
Richard Correa



OSCAR ORTIZ
BRONZE
6 Recruits
Cindy Furer



MARC SALVAGGI
BRONZE
6 Recruits
Surace-Smith



MARIAN SERTLER
BRONZE
6 Recruits
Sabrina Lloyd



ALBERT SERUR
BRONZE
6 Recruits
Simon Arias



AUSTIN W. SMITH
BRONZE
6 Recruits
Surace-Smith



RANSEY VAZQUEZ
BRONZE
6 Recruits
Robert Olson



HEATHER BERG
BRONZE
5 Recruits
Eric Cochran



BRITTON COSTA
BRONZE
5 Recruits
Simon Arias



RITA HAIDINGER
BRONZE
5 Recruits
Christopher Hernandez



ORBY KELLEY
BRONZE
5 Recruits
Surace-Smith



MATTHEW PARKS
BRONZE
5 Recruits
Surace-Smith



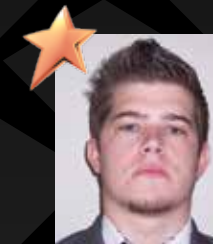
PATRICK RIEGER
BRONZE
5 Recruits
Altig-Orlovic



SAMANTHA SLIGER
BRONZE
5 Recruits
Jeremy Welch



LAWRENCE SMITH
BRONZE
5 Recruits
Steven Greer



KYLE WROBEL
BRONZE
5 Recruits
Mathew Hart

NOTE: This initial list of Personal Recruiting League of Champions members have qualified based on results from April 2014 through March 2015. Ongoing recognition will be for previous month.

PERSONAL RECRUITING

Unleash Your Career!

Personal Recruiting provides opportunity for all Agents to earn an **additional monthly income stream** above and beyond regular recruiting efforts performed by Managing Agents!

MARCH TOP PERSONAL RECRUITING AGENTS

— By Incentive Structure Payout[▼]

March Total Payout: **\$158,971**

March Total Qualifiers: **479**



John Nieves
\$2,589
Richard Correa



Albert Serur
\$1,753
Simon Arias



Britton Costa
\$1,445
Simon Arias



Kaloni Tohi
\$1,306
Steve Friedlander



Marvin Fox
\$1,175
Dorian Brown

NAME	TOTAL
John Nieves	\$2,589
Albert Serur	1,753
Britton Costa	1,445
Kaloni Tohi	1,306
Marvin Fox	1,175
Alba Williams	1,160
Patrick Rieger	1,137
Erica Fitzsimmons	1,127
Moli Kaufusi	1,126
Justin H Adams	1,123
Austin W Smith	1,121
Thomas Longino	1,111
Yvette Quintana	1,080
Timothy Bugge	1,078
Sanjae Watkis	1,067
Bobby Gujral	1,065
Tangataotiuana Pasikala	1,058
Abdul Yusuff	1,042
Juan Olvera	1,008
Vincent Nicastro	1,006
Ernest Patterson	1,005
Amie McCracken	1,003
Paul Smith	963
Brandon Jones	939

NAME	TOTAL
Julianne Scavo	\$939
Alex Kae	924
Enrique Sandoval	909
Nicholas Moore	864
Jameetri Washington	847
Michael Russin	845
Jesse O Martin	843
Maureen Cook	811
Rita Haidinger	810
Igor Melcharek	804
Angelique Lavalay	797
Tiffany Babin	781
Christopher Shuman	763
Zachary Lakatos	760
Marc Salvaggi	759
Mahadai Kryshundayal	754
William Hethcoat	740
Heather Berg	724
Samantha Sliger	717
Monica Brown	707
Patricia Nogueira	704
Brad Henry	703
Ho Tran	701
Samaiya Minor	682

NAME	TOTAL
Colleen Ware	\$681
Trisha Seever	672
Soonalote Taogaga	663
Matthew Parks	662
Bill V Goswick	657
Kunlin Zou	656
Sidney Rodgers	655
Steve Bryant	643
Andrew Wagner	642
Fritznel Octave	639
Marian Sertler	632
Taylor Black	632
Michael Nowak	630
Joshua Rush	629
Victoria Ortiz Colin	627
Kevin Kyler	619
Sela Mavae	617
Bruce Viaje	617
Adeyemi Akinade	616
Oscar Betancourt	613
Courtney Kitzman	608
Ofa Tupouniua	606
Alyssa Cruz	602
Lori Dacyk	600

NAME	TOTAL
Corey Helly	\$597
Nicholas Scordos	591
April Anderson	577
Cameron Colbert	577
Sione Nau	576
Taylor Foster	574
Melne Lewis	567
Andrew Siebert	566
Darrious Polk	565
Mack Doby	561
Anna Pulit	556
Ricardo Benson	555
Joseph Mahnen	554
Jamie Winters	549
Pennie Jansik-Keller	532
Kelsi Jewell	530
Michael Licata	526
Edward Crocker	525
Ileana Tatafu	524
Nicholas Lorence	515
Eric Snyder	509
Britton Costa	506
Tiffani Tavormina	501
Adrian Ortiz	500

■ Top Personal Recruiting Agents listed earned at least \$500

MARCH TOP PERSONAL RECRUITING AGENTS

— By Number of Personal Recruits[▼]

Total Personal Recruiting Agents: **303**

Total Personal Recruits: **372**



John Nieves
7 Recruits
Richard Correa



Rita Haidinger
5 Recruits
Chris Hernandez



Tiffani Tavormina
4 Recruits
Jamison Weatherspoon



Zachary Vance
4 Recruits
Nigel Crowe



Cuauhtemoc Santamaria
4 Recruits
Sabrina Lloyd

NAME	PERSONAL RECRUITS
John Nieves	7
Rita Haidinger	5
Tiffani Tavormina	4
Zachary Vance	4
Cuauhtemoc Santamaria	4
Janet Ramirez	4
Rasaki Are	4
Britton Costa	3
Joshua Randolph	3
Nicholas Scordos	3
Ofa Tupouniua	3
Heather Wallace	3

NAME	PERSONAL RECRUITS
Travis Ward	3
Rosendo Anaya	2
Christopher Asbury	2
Justin Ballew	2
Justin Barker	2
Omar Billy	2
Taylor Black	2
Jessica Boss	2
Denis-Michael Catalano	2
Javier Chinchilla	2
Sean Conway	2
Charles Derienzo	2

NAME	PERSONAL RECRUITS
Marvin Fox	2
Tiffiney Harmouche	2
Zachary Hollingworth	2
Mayra Ibarra-Arroyo	2
Mark Kukielski	2
Thomas Longino	2
Michael May	2
Sharon Neufeld	2
Vincent Nicastro	2
Leatuvai Notoa-Santos	2
Adrian Ortiz	2
Jillian Rooks	2

NAME	PERSONAL RECRUITS
Joshua Rush	2
Michael Russin	2
Albert Serur	2
Amy Skalsky	2
Jessica Smith	2
Shirley Tadiarca	2
Geno Thomas	2
Chelsea Wilbur	2
Alba Williams	2

YTD TOP 25 PERSONAL RECRUITING AGENTS

— By Number of Personal Recruits[▼]

YTD Total Personal Recruiting Agents: **557**

YTD Total Personal Recruits: **785**

NAME	PERSONAL RECRUITS
John Nieves	10
Rita Haidinger	7
Zachary Vance	7
Edford Banuel	6
Christopher Asbury	5
Bobby Gujral	5
James Miller	5
Alba Williams	5
Rasaki Are	4
Britton Costa	4
Eugene Garcia	4
Orby Kelley	4

NAME	PERSONAL RECRUITS
Janet Ramirez	4
Patrick Rieger	4
Cuauhtemoc Santamaria	4
Soonalote Taogaga	4
Tiffani Tavormina	4
Andrew Aaron	3
Justin H Adams	3
Adeyemi Akinade	3
Rosendo Anaya	3
Tiffany Babin	3
Clayton Blasa	3
Devon Chapman	3

NAME	PERSONAL RECRUITS
Isabel Contreras	3
Maureen Cook	3
Marvin Fox	3
Dennis Gray	3
Brad Henry	3
Ayrlahn Johnson	3
Thomas Longino	3
Sela Mavae	3
Samaiya Minor	3
Elaine O'Neill	3
Melissa Quintal	3
Joshua Rush	3

NAME	PERSONAL RECRUITS
Albert Serur	3
Austin W Smith	3
Kati Smith	3
Ileana Tatafu	3
Carissa Thorne	3
Heather Wallace	3
Travis Ward	3
Colleen Ware	3

▼ Top Personal Recruiting Agents listed have at least 2 Personal Recruits
● Spotlight will picture the top 5 Personal Recruiting Agents based on number of Personal Recruits. In case of a tie, top Personal Recruiting Agents will be determined by total Incentive Structure Payout as long as minimum Retention/Net to Gross standards are met.

CODES

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Erica Davis	4	Dorian Brown	Evdokia Reutov	2	Altig-Orlovic	Nauleni Tuionetoa	2	Steve Friedlander	Christopher Castellon	2	Bob Olson
Joseph McCallister	3	Simon Arias	Justin Vaughn	2	Altig-Orlovic	Michael Licata	2	Giglione-Ackerman	Omar Sanchez	2	Bob Olson
Edwin Rodriguez	3	Simon Arias	Sarah Gilmore	2	Simon Arias	Kevin Bomar	2	Steve Greer	Davia Thompson	2	Chad Panzer
Chantel Floyd	3	Slav Bitman	Lucan Schmidt	2	Simon Arias	Jeffrey Linsangan	2	Mathew Hart	Christina Pierson	2	Scott Rehberg
Julianne Scavo	3	Richard Correa	Kayla Taylor	2	Simon Arias	April Sanchez	2	Mathew Hart	Taylor Orona	2	Alex Roland
Andrew Wilson	3	Richard Correa	Isaiah Justice	2	Slav Bitman	Vincent Meyer	2	Chris Hernandez	Darrious Polk	2	Alex Roland
Laura Frew	3	Laura Fisher	Nicholas Jack	2	Dorian Brown	Joel Braggs	2	Kyle Johnson	Jesse Benwell	2	Imran Satti
Alisi Tuifua	3	Steve Friedlander	Karla Stewart	2	Eric Cochran	Rhonda Brown	2	Kyle Johnson	Marco Camire	2	Imran Satti
Taylor Black	3	Giglione-Ackerman	Hyunchul Chung	2	Cohen-Cohen	Jeanpiero Nalband	2	Kyle Johnson	Michael Kachenmeister	2	Surace-Smith
Robert Peters	3	Giglione-Ackerman	Mchel Helgeson	2	Cohen-Cohen	Jordan Graham	2	Sabrina Lloyd	Tatum Schneidmiller	2	Surace-Smith
William Katz	3	Sabrina Lloyd	Stephanie Moreno	2	Richard Correa	Courtney Kitzman	2	Sabrina Lloyd	Neil Washnock	2	Hancock-Taylor
Enrique Sandoval	3	Sabrina Lloyd	Yvette Quintana	2	Richard Correa	Kelsey Roth	2	Sabrina Lloyd	Felicia Steele	2	Jeremy Welch
Juan Saldierna-Vera	3	Bob Olson	Raudel Santos	2	Desi Dimitrova	Donna Diehl	2	Travis Moody	Carrie Padgett	2	Williams-Zophin
Richard Berrett	2	Altig-Orlovic	Richmond Gerrish	2	Laura Fisher	Carlton Mack	2	Corey Neff	Donrie Purcell	2	Williams-Zophin
Jacob Davis	2	Altig-Orlovic	Ricardo Grandt	2	Laura Fisher	Sierra Healy	2	Dorian Oldham	Brendan Bradfield	2	Jason Young
Megan Haynes	2	Altig-Orlovic	Paul Zuzick	2	Laura Fisher	Matthew Catemolo	2	Durhon Oldham			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Steven Rios	8	Sabrina Lloyd	Erin Moyer	3	Slav Bitman	Sokol Fazliu	2	Simon Arias	Micah Focken	2	Zachary Hart
Pauline Cresswell	6	Steve Friedlander	Menno Glick	3	Jason Bratin	Erica Fitzsimmons	2	Simon Arias	DeAnthony Hartman	2	Zachary Hart
Joshua Crisp	6	Zachary Hart	Barbara Seyoum	3	Samantha Chui	Brittini Kwiecien	2	Simon Arias	Darcy Schriber	2	Zachary Hart
Christina Meyer	6	Sabrina Lloyd	John Bacaron	3	Cohen-Cohen	Tyler Worstell	2	Simon Arias	Mary-Delores Ayarzagoitia	2	Matt Henderson
Chelsie Otto	6	Sabrina Lloyd	Joshua Krueger	3	Richard Correa	Komo Davis	2	Slav Bitman	Jeremy Engrav	2	Chris Hernandez
Sandra Sandoval	6	Sabrina Lloyd	Alma Lozano	3	Richard Correa	Laura McCurry	2	Slav Bitman	Antonio Evans	2	Chris Hernandez
Lalitha Janardhanan	5	Slav Bitman	Michael Joseph	3	James Cunningham	Diego Chavez Arcia	2	Jose Carvajal	Kasey Williamson	2	Chris Hernandez
James Harding	5	Richard Correa	Leonel Lazcano	3	Desi Dimitrova	Pablo De La Cruz	2	Jose Carvajal	Ryan Olvera	2	Stephen Jubrey
Andre Hawthorne	5	Laura Fisher	Dominic Telymonde	3	Giglione-Ackerman	Aldina DaRosa	2	Josh Chalom	Thomas Yarbrough	2	Stephen Jubrey
Gabriela Sime	5	Laura Fisher	Kyle Lewicki	3	Mathew Hart	Natalie Soboleva	2	Josh Chalom	Duane Shaw	2	Sabrina Lloyd
John McDougald	5	Giglione-Ackerman	Robert Nolan	3	Zachary Hart	Joseph Quintons	2	Samantha Chui	Jeffrey Calvert	2	Travis Moody
Patrick Guthrie	5	Mathew Hart	Michael Stuver	3	Zachary Hart	Jamie Cates	2	Jared Cleckner	Grant Myers	2	Dorian Oldham
Jason Lee	5	Sabrina Lloyd	Matthew Bogle	3	Matt Henderson	Jordan Kness	2	Eric Cochran	Elias Boles	2	Durhon Oldham
Oscar Betancourt	5	Bob Olson	Christopher Asbury	3	Kyle Johnson	Armando Aiello	2	Cohen-Cohen	Kyle Shimizzi	2	Durhon Oldham
James Cassie	5	Williams-Zophin	Jeffrey Gilliana	3	Sabrina Lloyd	Delmy Diaz-Cervantes	2	Cohen-Cohen	Burnette Hughes	2	Bob Olson
Desiree Martin	4	Altig-Orlovic	Zeydilliana Fargo	3	Corey Neff	Jamal Simmons	2	Randall Cook	Richard Pazak	2	Bob Olson
Jonathan Boyd	4	Simon Arias	Bilal Farsakh	3	Theodore Pappas	Taylor Foster	2	Richard Correa	Sidney Rodgers	2	Bob Olson
Brian Gilmore	4	Simon Arias	Alon Fischer	3	Theodore Pappas	Jonathan Hobbs	2	Richard Correa	Paul Streater	2	Chad Panzer
Amber Dregalla	4	Richard Correa	Matthew Bell	3	Philip Prata	Sergi Ruiz	2	Richard Correa	Mark Glazer	2	Theodore Pappas
Paul Cossier	4	Laura Fisher	Sean Hansen	3	Philip Prata	Vinecia Moore	2	James Cunningham	Calvin Irving	2	Theodore Pappas
Scott Montgomery	4	Don Foti	Lori Sanders	3	Alex Roland	Kathryn Chaisson	2	Joseph Diecedue	Christian LaBoy	2	Theodore Pappas
Lineti Pasikala	4	Steve Friedlander	Katelyn Anderson	3	Imran Satti	Anthony A Lopez	2	Desi Dimitrova	Shahab Mahdavejad	2	Theodore Pappas
Craig Ebinger	4	Giglione-Ackerman	Bryan Juskiw	3	Surace-Smith	Edwin Rosa	2	Laura Fisher	Syed Quadri	2	Theodore Pappas
Morgan Lobello	4	Giglione-Ackerman	Christopher Kennedy	3	Surace-Smith	Jessica Napiza	2	Don Foti	Hussain Mir	2	Byron Paz
Michael Coulthard	4	Chris Hernandez	Anthony Sava	3	Surace-Smith	Lesina Ah Sue	2	Steve Friedlander	Andrew Chambers	2	Philip Prata
Tauren Flournoy	4	Kyle Johnson	Eric Thompson	3	Surace-Smith	Solomone Havea	2	Steve Friedlander	Debra Dextradeur	2	Philip Prata
Marie St Germain	4	Kyle Johnson	Carmen Lindmark	3	Hancock-Taylor	Mele Makaui	2	Steve Friedlander	Nikolas Moreschi	2	Philip Prata
Jenna Valentine-Thomas	4	Kyle Johnson	Robert Park	3	Jamison Weatherspoon	Ruben Santillana	2	Steve Friedlander	Carey Markoe	2	Scott Rehberg
Robert Schneiderman	4	Sabrina Lloyd	Josie Ward	3	Jeremy Welch	Meghan Modrak	2	Cindy Furer	Juan Venegas	2	Alex Roland
Michael Cirelli	4	Dorian Oldham	Carlo Buhay	2	Altig-Orlovic	Adem Abdula	2	Giglione-Ackerman	Gerald Norton	2	Dan Rubio
Angel Martinez	4	Dorian Oldham	Bryon Eddinger	2	Altig-Orlovic	Patricia Cicerale	2	Giglione-Ackerman	Nacole Newbold	2	Imran Satti
Sandra Byrd	4	Chad Panzer	Shiwa Hollingsworth	2	Altig-Orlovic	Jahhad Crawley	2	Giglione-Ackerman	Brent Bowling	2	Surace-Smith
Holly Lacey	4	Imran Satti	Dan Ikei	2	Altig-Orlovic	Christine DiSanto	2	Giglione-Ackerman	Jason Ryen	2	Surace-Smith
Richard Johnson	4	Jamison Weatherspoon	Ileana Lopez	2	Altig-Orlovic	Fran Kolos	2	Giglione-Ackerman	Anthony Theriault	2	Surace-Smith
Christopher Earle	4	Williams-Zophin	Brett Maurice	2	Altig-Orlovic	Stephen Giddens	2	Steve Greer	Daniel Walton	2	Surace-Smith
Ulrich Jansen	4	Williams-Zophin	Thomas Molinski	2	Altig-Orlovic	Slavita Hut	2	Steve Greer	Cassandra Cantner	2	Hancock-Taylor
Christopher Bentley	3	Altig-Orlovic	Kendra Orng	2	Altig-Orlovic	James Lawson	2	Steve Greer	Justin Barker	2	Brian Traboulay
Brandon Edens	3	Simon Arias	Candice Rezzo	2	Altig-Orlovic	Dexter Phillip	2	Steve Greer	Michael Shaba	2	Brian Traboulay
Phillip McElfresh	3	Simon Arias	Andrew R Richardson	2	Altig-Orlovic	Darrin Roberts	2	Steve Greer	Marcus Moody	2	Jamison Weatherspoon
Michael Russin	3	Simon Arias	Alix Albright	2	Simon Arias	Shawn Lewicki	2	Mathew Hart			
Eric Snyder	3	Simon Arias	Joshua Cosentino	2	Simon Arias	Aaron Dupras	2	Zachary Hart			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Zach Otto	16	Sabrina Lloyd	Jesse Spencer	5	Stephen Jubrey	Christopher Hintz	3	Altig-Orlovic	David Wang	3	Bob Olson
Ofa Tupouniua	14	Steve Friedlander	Nicholas Moore	5	Durhon Oldham	Nicholas Lorence	3	Altig-Orlovic	Gabriel Feldmann	3	Chad Panzer
Marian Sertler	14	Sabrina Lloyd	Nasr Quadri	5	Theodore Pappas	Tyler McKnight	3	Altig-Orlovic	Mohammed Moalawi	3	Theodore Pappas
Christopher Rodriguez	13	Kyle Johnson	Bobby Szwaja	5	Theodore Pappas	Jonni Ng	3	Altig-Orlovic	Drew Sharp	3	Philip Prata
Patrick Knouse	11	Slav Bitman	Timothy Wilson	5	Philip Prata	David Nham	3	Altig-Orlovic	Tracy Hayes	3	Dan Rubio
Raymond Risucci	10	Dorian Oldham	Ala Awad	5	Alex Roland	Troy Plummer	3	Altig-Orlovic	Alexander Dorey	3	Imran Satti
Monica Brown	9	Dorian Brown	Brandon Teter	5	Jamison Weatherspoon	Ryan Stenglein	3	Altig-Orlovic	Dustin Dunlap	3	Surace-Smith
Erin Allen	7	Richard Correa	Adeyemi Akinade	5	Williams-Zophin	John Conard	3	Simon Arias	David Guzman	3	Surace-Smith
Steve Svendsen	7	Richard Correa	Arie Davis	5	Williams-Zophin	Michelle Crowe	3	Simon Arias	Daniel Hartwig	3	Surace-Smith
Ryan Hall	7	Laura Fisher	Jean Joseph	5	Williams-Zophin	Charles Ferrari	3	Simon Arias	Marc Salvaggi	3	Surace-Smith
Brian Zuzick	7	Laura Fisher	Trevor Mayer	4	Altig-Orlovic	Casey Kunash	3	Simon Arias	Patrice Amador	3	Hancock-Taylor
Hal Herman	7	Durhon Oldham	Martha Zelaya	4	Altig-Orlovic	Antonio Reyes	3	Simon Arias	I-Perfection Harris	3	Jamison Weatherspoon
Patrick Bendure	7	Surace-Smith	Michael Clemente	4	Simon Arias	Mark Beckford	3	Slav Bitman	Aaron Ralston	3	Jeremy Welch
Jesse Rennich	6	Simon Arias	Britton Costa	4	Simon Arias	Ariana Jones	3	Jason Bratin	Michael Musso	3	Williams-Zophin
Herman Fennell	6	Samantha Chui	Matthew Diulus	4	Simon Arias	Timothy Buckner	3	Eric Cochran	Fritznel Octave	3	Williams-Zophin
Andrew McQuade	6	Richard Correa	Thomas Vena	4	Simon Arias	Kody Kramme	3	Eric Cochran	Patrick Duray	3	Jason Young
Christopher Akins	6	Laura Fisher	Jordan Chalom	4	Josh Chalom	Albert Lau	3	Cohen-Cohen			
Heath Bailey	6	Mathew Hart	Joy Yann-Austin	4	James Cunningham	Carlos Arballo	3	Brandon Cooley			
Tom Weller	6	Zachary Hart	Gevorg Yanukyan	4	Desi Dimitrova	Jamey Haugen	3	Richard Correa			
Alex Torruella	6	Sabrina Lloyd	Harold Durana	4	Don Foti	John Nieves	3	Richard Correa			
Ransey Vazquez	6	Bob Olson	Doreen Ryan-Foti	4	Don Foti	Mack Doby	3	Joseph Diecedue			
Robert Kanaan	6	Imran Satti	Corey Helly	4	Giglione-Ackerman	Joshua Jackson	3	Joseph Diecedue			
Matthew Parks	6	Surace-Smith	Evan Holzhauer	4	Giglione-Ackerman	Moli Kaufusi	3	Steve Friedlander			
Porter Balke	5	Altig-Orlovic	Steven King	4	Zachary Hart	Sharif Grays	3	Cindy Furer			
Matthew Turnquist	5	Richard Correa	Rita Haidinger	4	Chris Hernandez	Craig Strompf	3	Cindy Furer			
Mark Kukielski	5	Nigel Crowe	Cynthia Schneiderman	4	Sabrina Lloyd	Corey Hallam	3	Giglione-Ackerman			
Stephen Hill	5	Steve Friedlander	Andre Bent	4	Bob Olson	Jameetri Washington	3	Steve Greer			
Mark Dombrowski	5	Giglione-Ackerman	Horace Johnson	4	Chad Panzer	Kyle Wrobel	3	Mathew Hart			
Michael Gerstein	5	Giglione-Ackerman	Levar Morgan	4	Theodore Pappas	Beau Locker	3	Matt Henderson			
Ryan Fickert	5	Zachary Hart	Ryan Wilson	4	Philip Prata	Chad Potts	3	Chris Hernandez			
Rodney Ward	5	Zachary Hart	London Burnett	4	Surace-Smith	Timothy Kieran	3	Chris La Fond			
Cara DeFiore	5	Chris Hernandez	Ryan Bisanz	4	Brian Traboulay	Jimmy Tchen	3	Corey Neff			
Demitrius Lucas	5	Kyle Johnson	Jessica Santamarina	4	Jamison Weatherspoon	Melne Lewis	3	Bob Olson			

RGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Robert Janev	34	Sabrina Lloyd	Paul Kelly	20	Steve Friedlander	Thomas Vena	18	Simon Arias

CODE – \$1,200 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two codes during the month
MGA – at least three codes during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new agents who were coded under their hierarchy for the month.

QUALIFICATIONS

- Individual Producer – \$5,000 ALP in a week
- SA – 2 direct codes in a month –or– \$5,000 personal ALP in a week
- GA – 4 hierarchy codes in a month with 2 being direct codes –or– \$5,000 personal ALP in a week
- MGA – 6 Hierarchy codes/month –or– \$5,000 personal ALP in a week
- SGA – 100% of F6 Standard for the month
- PR Rep/Marketing Specialist – 2 TGs and 600 cards in a month
- PR Manager – 2 TGs for each of their respective territories in a month –or– personal production of 2 TGs and 600 cards in a month

WINNERS ANNOUNCED/SHIRTS MAILED*

- Weekly for Individual Producer Qualifiers
- Monthly for SA/GA/MGA/SGA Qualifiers
- Monthly for PR Qualifiers

RECOGNITION

- Individual Producers will be recognized in Weekly Leaderboard emails
- Previous month's winners announced in *Spotlight* (all levels)

Let's win the race for \$200 million in 2015. And \$250 million, we're coming for you!

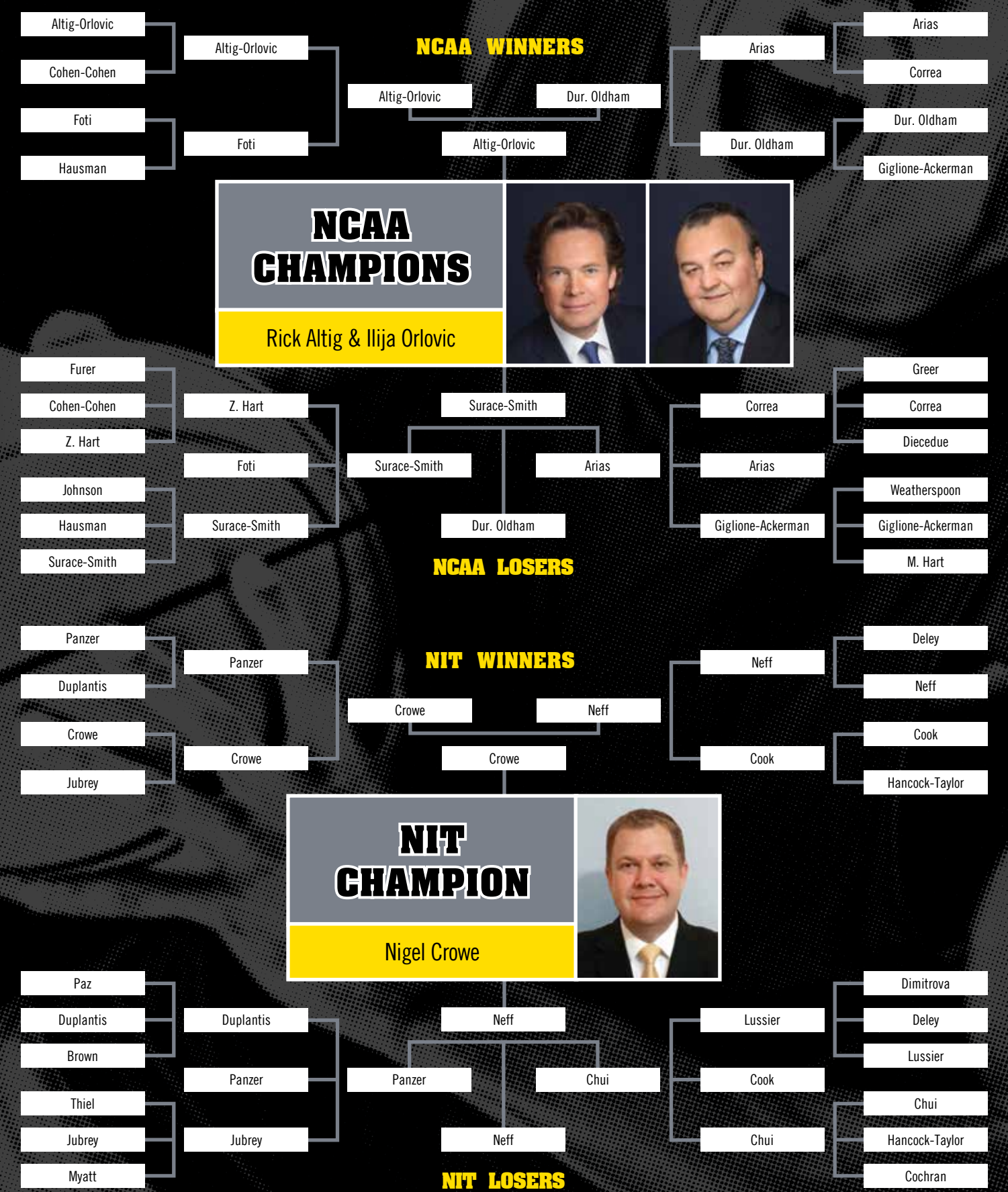
Get Your AIL-NILICO 200M Race Gear!

Help us reach our goal of \$200 million by reaching the qualification milestones and we'll boost your fashion profile with this stylish AIL-NILICO polo!

*Limit 1 shirt per person



MARCH MADNESS



Q1 PR Contributions

AFL-CIO MLK Civil Rights Conference
 AFSCME Council 24 - Jim Boyd Memorial Scholarship Donation
 Alameda CLC - Dinner & Ad
 Alberta Building Trades - Battle of the Trades Hockey Tournament Sponsorship
 Aloha United Way - Golf Tournament Sponsorship
 American Family Voices - Convention
 American Friends of Yitzhak Rabin Center
 American Sustainable Business Council
 Arizona Education Association - Delegate Assembly
 Asian Pacific American Labor Alliance - Convention & Ad
 ATV Maine - Banquet Sponsorship
 Broadbent Institute - Donation
 Building & Construction Trades Department, AFL-CIO - Convention
 CA Labor Federation - Event Sponsorship
 Central Oklahoma Labor Federation - Labor & Friends Banquet
 Coalition of Labor Union Women - International Women's Day Dinner
 Coalition of Organized Labor - The Obie V. Brandon Memorial Golf Tournament Sponsorship
 Communities in Schools Michigan - on behalf of the American Federation of School Administrators
 Cook County Building Trades - Donation to Fundraiser
 Elderly Housing Development and Operations Corporation
 Elizabeth Glaser Pediatric AIDS Foundation
 Florida AFL-CIO - Working Families Lobby Corps Sponsorship
 Fresno Madera Tulare Kings CLC - Conference Gala Theatre Sponsorship
 Glen Haven Elementary School - Donation for School Materials on behalf of GCC/IBT
 Grand Lodge, Fraternal Order of Police - Convention
 Greater Cleveland Peace Officers Memorial Society - Commemoration Donation
 Hawaii State AFL-CIO - Scholarship
 IBB 13 - Scholarship Dinner Dance & Ad
 IBEW 7th District - Vendor Sponsor
 IBEW Illinois State Conference - Convention
 IBEW National - Bursaries & Golf Tournament
 IBT 14 - Event Sponsorship
 IBT 282 - Scholarship
 IBT 577 - Scholarship
 IBT 705 - Steve Pochtowski Memorial Scholarship

IBT 89 - Scholarship
 IBT 97 - Ad
 Interfaith Worker Justice
 International Brotherhood of Electrical Workers - Beaver Area Heritage Foundation
 International Brotherhood of Teamsters - James R. Hoffa Memorial Scholarship Donation
 International Union of Police Associations - Gold Sponsorship for Spring Board Meeting
 IUPAT District Council 16 - Bronze Sponsorship for a Retirement Dinner honoring Les Proteau
 Jewish Labor Committee - Human Rights Award Dinner & Ad
 Kama'aina Kids - Hawaii State Spelling Bee Sponsorship
 Labor of Love Poker Tournament
 LIUNA 300 - Advocate Sponsor for an event honoring Randy Cammack & Sergio Rascon
 LIUNA OPDC - Scholarship
 Louisiana AFL-CIO - Emile J. Bourg Scholarship Donation
 MA Coalition of Police - Convention
 Mainland Nova Scotia Building Trades - Golf Tournament
 Mass Building Trades - Convention
 Metropolitan Washington Council - 2015 Union Directory Sponsorship
 Montana Public Employees Association - Convention
 National Labor College
 NB Fed of Snowmobile Clubs - Sponsorship
 New Brunswick Federation of Labour - Bursaries
 New York Friends of Ireland - Ad
 Next Up Young Worker Summit
 NJ State AFL-CIO - Ad
 North America's Building Trades Union - Meeting & Reception Sponsorships
 Northeastern Oklahoma Labor Council - Banquet
 Northern CA Carpenters Regional Council - Scholarship Foundation
 Northern Virginia Labor Federation AFL-CIO - Dinner & Ad
 NY State Snowmobile Association - Event Sponsorship
 OAPSE Northeast District - Gold Sponsor for Conference
 Ontario Federation of Labour - Jack Layton Scholarship Donation & Event Sponsorships

Orange County Labor Federation - Solidarity Awards Dinner & Ad
 Oregon AFSCME Council 75 - Convention
 Pennsylvania AFL-CIO - Legislative Conference Sponsorship
 Pennsylvania Credit Union Association - Hershey Convention & Seven Springs Leadership Conference
 Plumbers & Pipe Fitters - Bill Hite Scholarship Fund
 Professional Fire Fighters of Massachusetts - Convention & Ad
 Rochester & Vicinity Labor Council - Rochester Rotary Charitable Trusts Donation
 Sacramento CLC - Salute to Labor Dinner & Ad
 Saskatchewan Federation of Labour - Dave Barrett Scholarship
 SMW 16 - Bronze Sponsorship for a Fundraiser Benefitting Doernbecher Children's Hospital
 Solidarity Kids' camp of Manitoba
 Southeast Credit Union Conference and Expo
 St Paul Regional Labor Federation Building Fund - Donation
 Teamsters Joint Council 7 - Charity Golf Tournament
 Texas AFL-CIO - Henry S. "Hank" Brown Scholarship
 The Arc Detroit
 UA 230 - David C. Sommerville Memorial Scholarship Fund
 UFCW 1445 - Golf Tournament
 UFCW 175 & 633 - Scholarship
 UFCW 951 - Gold Sponsor for Bowl-A-Thon Fundraiser
 UFCW 99 - Desert States Charitable Foundation Golf Tournament
 Union Sportsmen's Alliance
 United Farm Workers - Staff Leadership Conference
 United Food and Commercial Workers - Partnership for Working Families
 United Mine Workers of America - Convention
 USBC Greater Buffalo Association - City Tournament Sponsorship
 Wichita Falls Credit Union Chapter - Champion Sponsorship for Credit Unions for Kids Golf Tournament
 Winnipeg Labour Council - May Works Festival of Labour and the Arts Sponsorship

Contributions listed are from January through March.



THE AMERICAN FRIENDS OF THE YITZHAK RABIN CENTER HONOR CEO ROGER SMITH WITH YITZHAK RABIN LEGACY AWARD

AFYRC also recognized AFL-CIO President Richard Trumka with the Leadership and Public Service Award at their gala dinner.

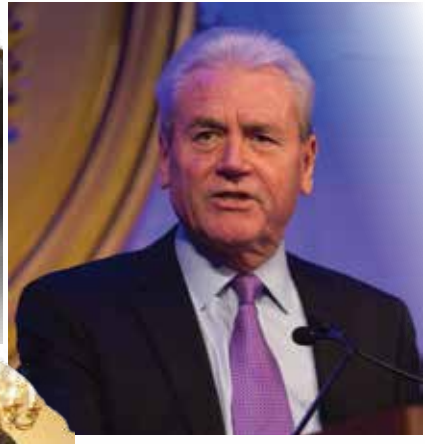
Building a Legacy



The American Friends of the Yitzhak Rabin Center (AFYRC) presented Roger Smith with the first ever Yitzhak Rabin Legacy Award at a gala dinner held at The Capital Hilton in Washington, D.C., on Tuesday, March 24, 2015. At the gala, emceed by Stuart Davidson, chair of the AFYRC, Terry O'Sullivan, president of the Laborers' International Union of North America (LIUNA) presented the award to Roger, honored for his legacy in building strong communities, and protecting working families.



AFYRC also honored Richard L. Trumka, AFL-CIO President, with the 2015 Yitzhak Rabin Leadership and Public Service Award. Cecil Roberts, President of the United Mine Workers of America (UMWA) and vice president of the AFL-CIO presented the award to Trumka for his lifelong efforts to raise wages and fight for the dignity of American workers.



"The late Prime Minister Yitzhak Rabin was able to overcome many challenges and obstacles throughout his life due to his unbreakable perseverance and I am humbled to accept the Yitzhak Rabin Legacy Award in his name," said Roger.



Rabin's son, Yuval Rabin, provided remarks that Rabin's legacy 20 years after his assassination continues to inspire even today. "Richard L. Trumka started as a coal miner and now serves as president of the AFL-CIO, while Roger Smith struggled with alienation in his youth and now serves as CEO of American Income and National Income Life Insurance – both mirror my father and his tenacious spirit in more ways than one," said Yuval Rabin.

Roger and Rich join a prominent list of past AFYRC honorees who exemplify Rabin's core beliefs in job dignity, fair pay and adequate working conditions. Past award recipients include: James P. Hoffa, General President of the International Brotherhood of Teamsters; Terry O'Sullivan, President of the Laborers' International Union of North America; Morton Bahr, past President of the Communications Workers of America, and many other labor and political leaders.



The Yitzhak Rabin Center is the official memorial dedicated to teaching the legacy of the late Israeli Prime Minister, Yitzhak Rabin, who devoted his life to public service, equal opportunity, peace, leadership, social justice and educational opportunity for all Israelis. Modeled after an American Presidential library, the Center contains archives, an educational department, and the Israeli Museum.

The American Friends of the Yitzhak Rabin Center is a non-profit organization supporting activities that promote Rabin's legacy.



1
HIRENKUMAR PATEL
COLUMBUS, OH



2
PAUL SMITH
COLUMBUS, OH



3
JOEY KENNEDY
HENDERSONVILLE, TN



4
DARRYL MCCOY
CLEVELAND, OH



5
ERIC LABOSSIERE
HELENA, MT



6
OFA TUPOUNIUA
AUCKLAND, NZ



7
MAX QUASEM
LOS ANGELES, CA



8
WILLIAM PARMETER
ROCHESTER, NY



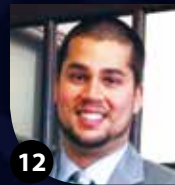
9
DUSTIN DUNBAR
SIOUX FALLS, SD



10
VAN ORTEGA
VANCOUVER, BC



11
LILY SAKAI
LOS ANGELES, CA



12
MICHAEL VAN DELFT
HALIFAX, NS



13
MICHAEL MAY
PITTSBURGH, PA



14
EREZ SHABTAY
MEMPHIS, TN



15
GEORGE KAMEL
COLUMBUS, OH



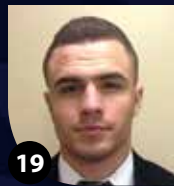
16
LUCAS LARSON
MEMONONEE FALLS, WI



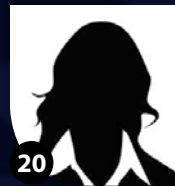
17
JOEY SALES
HONOLULU, HI



18
ABDEL ALKURDI
LOMBARD, IL



19
TIMOTHY PENSO
ROCHESTER, NY



20
PATRICIA LAMBERT
OREGON CITY, OR

ICEBREAKERS



TONYA BAILEY
ROCHESTER, NY



ELISE CALDWELL
AURORA, CO



TOBY PAINTER
PITTSBURGH, PA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

MARCH PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA
1	Hirenkumar Patel	\$44,462	77.1	Dustin Dunlap	Surace-Smith
2	Paul Smith	43,225	87.5	Patrick Bendure	Surace-Smith
3	Joey Kennedy	33,985	79.5	AshLynn Orng	Altig-Orlovic
4	Darryl McCoy	28,592	91	Matthew Conrad	Surace-Smith
5	Eric LaBossiere	27,090	86.4	Lee Jeffers	Altig-Orlovic
6	Ofa Tupouniua	26,756	100.0	Ofa Tupouniua	Steve Friedlander
7	Max Quasem	26,325	92.8		Cohen-Cohen
8	William Parmeter	26,272	90.3	Hal Herman	Durhon Oldham
9	Dustin Dunbar	25,770	98.2		Altig-Orlovic
10	Van Ortega	25,671	80.1	Rafi Nawabi	Altig-Orlovic
11	Lily Sakai	24,791	95.1		Cohen-Cohen
12	Michael van Delft	24,563	86.9		Imran Satti
13	Michael May	24,479	93.7	Avi Kauderer	Simon Arias
14	Erez Shabtay	24,276	89.1	Robert Hamilton	Altig-Orlovic
15	George Kamel	23,934	79.4	Patrick Bendure	Surace-Smith
16	Lucas Larson	23,701	74.2	John Sparby	Chris Hernandez
17	Joey Sales	23,694	77.0	Jonathan Emura	Altig-Orlovic
18	Abdel Alkurdi	23,346	100	David Wang	Bob Olson
19	Timothy Penso	22,912	97	Nicholas Moore	Durhon Oldham
20	Patricia Lambert	22,702	72.9	Scott Swint	Altig-Orlovic
21	Katie Massart	22,247	91.3	John McGrath	Altig-Orlovic
22	Bruce Tan	22,112	86.8	Christopher Clark	Altig-Orlovic
23	Ronald Rivera	21,978	91.0		Cohen-Cohen
24	Yadollah Pourjalali	21,742	89.4		Cohen-Cohen
25	Samvel Tigranyan	21,473	89.6		Cohen-Cohen
26	Matthew Cessna	21,267	94	Justin H Adams	Simon Arias
27	Joseph Sarasin	21,200	85.8	Pamela Altman	Surace-Smith
28	Jonni Ng	21,154	92.8	Hunter Houvener	Altig-Orlovic
29	Tonya Bailey	21,132	87	Nicholas Moore	Durhon Oldham
30	Tiffani Ronda	20,993	86	Heath Bailey	Mathew Hart
31	Timothy Malloy	20,618	100	Avi Kauderer	Simon Arias
32	Avalon McLeod	20,588	95	Noel Rose	Williams-Zophin
33	Cynthia Sittig	20,587	77.6	Charles Ferrari	Simon Arias
34	Kalen Dugan	20,269	91	Doreen Ryan-Foti	Don Foti
35	Mark Lomonaco	20,036	73.9	Richard Mansfield	Altig-Orlovic
36	Jodi Raymond	19,641	88.2	Nicholas Moore	Durhon Oldham
37	James Keefer	19,560	83.3	Thomas Vena	Simon Arias
38	Sean Grant	19,550	79.8	Melne Lewis	Bob Olson
39	Cherri Xie	19,549	90.4	Robert Hamilton	Altig-Orlovic
40	Bryant Kyle	19,460	99	Thomas Soloweyko	Steve Greer
41	Elise Caldwell	19,297	100	Erin Allen	Richard Correa
42	Philip Roffi	19,242	76.6	Craig Stropf	Cindy Furer
43	Shey Flores-Delgado	19,180	97	Harold Durana	Don Foti
44	Gary Gooden	19,152	73.3	Brandon Teter	Jamison Weatherspoon
45	Aaron Haynes	19,120	75.6	Antonio Reyes	Simon Arias
46	Jesusdieu Portilus	18,963	92.4	Fritznel Octave	Williams-Zophin
47	Jenny Alvarez	18,843	86.8	Atta Saleh	Theodore Pappas
48	Brian Mincher	18,687	100	Matthew Wolfanger	Durhon Oldham
49	Hateni Tohi	18,267	97	Ofa Tupouniua	Steve Friedlander
50	Alix Albright	18,024	83.2	Matthew Diulus	Simon Arias

ALL TIME RECORD: MARK NELSON \$159,402 Net ALP

YTD PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA
* 1	Paul Smith	\$76,762	87.5	Patrick Bendure	Surace-Smith
* 2	Van Ortega	63,921	80.1	Rafi Nawabi	Altig-Orlovic
* 3	Roghie Hassan Loo	63,243	85.8		Josh Chalom
* 4	James Keefer	63,214	83.3	Thomas Vena	Simon Arias
* 5	Max Quasem	62,381	92.8		Cohen-Cohen
* 6	Lily Sakai	61,708	95.1		Cohen-Cohen
* 7	Joseph Sarasin	61,662	85.8	Pamela Altman	Surace-Smith
* 8	Ronald Rivera	59,755	91.0		Cohen-Cohen
* 9	Michael van Delft	58,772	86.9		Imran Satti
* 10	Joey Kennedy	58,064	79.5	AshLynn Orng	Altig-Orlovic
11	Dustin Dunbar	58,005	98.2		Altig-Orlovic
12	Hirenkumar Patel	57,927	77.1	Dustin Dunlap	Surace-Smith
13	Jonni Ng	56,875	92.8	Hunter Houvener	Altig-Orlovic
14	Mark Lomonaco	56,169	73.9	Richard Mansfield	Altig-Orlovic
15	George Kamel	54,693	79.4	Patrick Bendure	Surace-Smith
16	Alvin Ali	52,971	81.9	Harold Durana	Don Foti
17	Kaleiokamaile Viena	51,749	88.1	Jonathan Emura	Altig-Orlovic
18	Gary Gooden	50,129	73.3	Brandon Teter	Jamison Weatherspoon
19	Ali Zaidi	49,696	84	Ramon Velasquez	Brandon Cooley
20	Erez Shabtay	48,629	89.1	Robert Hamilton	Altig-Orlovic
21	Bruce Tan	48,406	86.8	Christopher Clark	Altig-Orlovic
22	Lesina Ah Sue	47,133	81.4	Stephen Hill	Steve Friedlander
23	Darryl McCoy	47,111	91	Matthew Conrad	Surace-Smith
24	Matthew Cessna	46,520	94	Justin H Adams	Simon Arias
25	Kasali Kotun	45,865	71.7		Williams-Zophin
26	Shalom Chaimov	44,812	86.7	Nasr Quadri	Theodore Pappas
27	Jesusdieu Portilus	43,202	92.4	Fritznel Octave	Williams-Zophin
28	Michael Moreno	43,123	86.6	Andrew McCarthy	Altig-Orlovic
29	Orett Nelson	41,755	74.9		Josh Chalom
30	William Parmeter	41,608	90.3	Hal Herman	Durhon Oldham
31	Yadollah Pourjalali	41,242	89.4		Cohen-Cohen
32	Richard Carter	40,946	93.6	Nicholas Lorence	Altig-Orlovic
33	Philip Csati	40,603	88	Avi Kauderer	Simon Arias
34	Lucas Larson	40,180	74.2	John Sparby	Chris Hernandez
35	Sherry Schick	39,975	82.0	John McGrath	Altig-Orlovic
36	Patricia Lambert	39,904	72.9	Scott Swint	Altig-Orlovic
37	Mike Allen	39,772	85.0		Travis Moody
38	Mike Sukhbaatar	39,639	90.0		Daniel Umbertone
39	Tina Nelson	39,609	78.2		Chad Panzer
40	Alma Barriga-Gonzalez	38,776	85.4	Samneang Prom	Don Foti
41	Tiffani Ronda	38,630	86	Heath Bailey	Mathew Hart
42	Christopher Bentley	38,575	94	Troy Plummer	Altig-Orlovic
43	Emil Mohareb	38,213	87.3	Saleh Atta	Theodore Pappas
44	Helen Taylor	38,133	71.9	Bobby Gujral	Altig-Orlovic
45	Travis Picklesimer	38,096	84.4	Patrick Bendure	Surace-Smith
46	Omar Hashimi	37,989	79.9		Don Foti
47	Kehinda Pryor	37,729	73.0	Melne Lewis	Bob Olson
48	Andrew M Bishop	37,641	75.7	Nicholas Lorence	Altig-Orlovic
49	Riley Peters	37,554	78.5	Richard Mansfield	Altig-Orlovic
50	Dustin Edgell	37,547	80.6	Steven King	Zachary Hart

ALL TIME RECORD: JOSHUA DISHONG \$756,403 Net ALP

1 CHRISTIAN WEST
Pittsburgh, PA

2 JOSEPH MCCALLISTER
Pittsburgh, PA

3 JULIANNE SCAVO
Aurora, CO

4 JENNA GRULA
Pittsburgh, PA

5 ASIGUY HAUGABOOK
Atlanta, GA

6 JASON SMITH
Houston, TX

7 LAURA FREW
Burlington, MA

8 CARRIE PADGETT
Pompano Beach, FL

9 GEORGE KAMEL
Columbus, OH

10 ARTHUR MENINA
Houston, TX

MARCH PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Christian West	\$70,233	\$87,454	92	Albert Serur	Simon Arias
2	Joseph McCallister	56,044	56,156	95	Britton Costa	Simon Arias
3	Julianne Scavo	53,686	59,640	76.7	Erin Allen	Richard Correa
4	Jenna Grula	47,955	51,746	79.6	Matthew Diulus	Simon Arias
5	Asiguy Haugabook	42,812	43,575	88	London Nelson	Kyle Johnson
6	Jason Smith	38,411	38,803	95	Ryan Giddens	Steve Greer
7	Laura Frew	37,947	41,484	94	Christopher Akins	Laura Fisher
8	Carrie Padgett	36,833	41,680	93	Adeyemi Akinade	Williams-Zophin
9	George Kamel	32,147	66,981	79.8	Patrick Bendure	Surace-Smith
10	Arthur Menina	31,933	33,431	85	Taneshia Solomon	Steve Greer
11	Chantel Floyd	31,205	33,518	88	Patrick Knouse	Slav Bitman
12	Erica Davis	30,535	35,419	98	Monica Brown	Dorian Brown
13	Kashief Perkins	29,622	40,633	93	John Conard	Simon Arias
14	Taylor Black	27,213	33,916	71.8	Corey Helly	Giglione-Ackerman
15	Alvin Ali	27,132	47,327	79.5	Harold Durana	Don Foti
16	Carrie Hammer	26,325	29,351	93	David Wang	Bob Olson
17	Sarah Gilmore	25,598	30,379	83.4	Thomas Vena	Simon Arias
18	Kristina Moore	25,562	25,562	86	Melinda-Rae Lyse	Altig-Orlovic
19	Jodi Raymond	25,378	45,814	93	Nicholas Moore	Durhon Oldham
20	Brendon Comeau	25,323	29,832	95	Robert Kanaan	Imran Satti

ALL TIME RECORD: \$286,210 1st 6 Mo Agt

ALL TIME RECORD: \$286,210 Net ALP

YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Jenna Grula	\$123,138	\$131,593	79.6	Matthew Diulus	Simon Arias
*2	Christian West	112,833	150,685	92	Albert Serur	Simon Arias
*3	Julianne Scavo	99,291	114,723	76.7	Erin Allen	Richard Correa
*4	Carrie Padgett	81,448	89,517	93	Adeyemi Akinade	Williams-Zophin
*5	Jason Smith	79,557	84,311	95	Ryan Giddens	Steve Greer
6	Zachary Lakatos	72,051	84,023	88	Heath Bailey	Mathew Hart
7	Mike Paragiou	71,196	102,796	76.6	Nicholas Scordos	Surace-Smith
8	Taylor Black	66,771	75,755	71.8	Corey Helly	Giglione-Ackerman
9	Kristina Moore	65,891	68,336	86	Melinda-Rae Lyse	Altig-Orlovic
10	George Kamel	63,687	141,648	79.8	Patrick Bendure	Surace-Smith
11	Joseph McCallister	61,675	62,194	95	Britton Costa	Simon Arias
12	Orby Kelley	56,996	67,961	81.1	Patrick Bendure	Surace-Smith
13	Laura Frew	56,895	72,458	94	Christopher Akins	Laura Fisher
14	Chantel Floyd	56,809	64,575	88	Patrick Knouse	Slav Bitman
15	Asiguy Haugabook	56,660	71,332	88	London Nelson	Kyle Johnson
16	Anna Pulit	55,959	56,280	97	Marian Sertler	Sabrina Lloyd
17	Ronald Lackey	54,916	68,775	87	Minh Phung	Scott Rehberg
18	Michael May	54,359	82,492	90	Avi Kauderer	Simon Arias
19	Sonja Koryhaio	54,247	70,263	71.9	Rodney Ward	Zachary Hart
20	Kashief Perkins	51,894	78,897	93	John Conard	Simon Arias

ALL TIME RECORD: \$653,097 1st 6 Mo Agt

ALL TIME RECORD: \$959,675 Net ALP

GENERAL AGENTS

1 STEPHEN GIDDENS
HOUSTON, TX

2 JOSHUA CRISP
TROY, MI

3 PATRICK GUTHRIE
TRACY, CA

4 ERIC THOMPSON
CLEVELAND, OH

5 JOSHUA KRUEGER
AURORA, CO

6 SCOTT MONTGOMERY
CONCORD, CA

7 HOLLY LACEY
HALIFAX, NS

8 DANIEL WALTON
COLUMBUS, OH

9 STEVEN RIOS
SCHAUMBURG, IL

10 AARON PARKS
PITTSBURGH, PA

MARCH PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Stephen Giddens	\$97,300	\$125,594	75.3	Ryan Giddens	Steve Greer
2	Joshua Crisp	87,747	99,888	90	George Weller	Zachary Hart
3	Patrick Guthrie	83,558	138,871	72.5	Heath Bailey	Mathew Hart
4	Eric Thompson	65,373	78,746	72.8	Matthew Parks	Surace-Smith
5	Joshua Krueger	64,719	80,585	89	Erin Allen	Richard Correa
6	Scott Montgomery	63,648	115,496	82.7	Harold Durana	Don Foti
7	Holly Lacey	62,197	73,733	85	Robert Kanaan	Imran Satti
8	Daniel Walton	61,684	124,459	77.7	Patrick Bendure	Surace-Smith
9	Steven Rios	55,335	60,250	90	Marian Sertler	Sabrina Lloyd
10	Aaron Parks	55,292	88,593	73.6	Justin H Adams	Simon Arias
11	Michael Stuver	53,841	66,045	82	Ryan Fickert	Zachary Hart
12	James Cassie	53,335	53,873	91	Adeyemi Akinade	Williams-Zophin
13	John McDougald	52,861	63,480	87	Mark Dombroski	Giglione-Ackerman
14	Sokol Fazliu	51,518	59,883	80.5	Matthew Diulus	Simon Arias
15	Chelsie Otto	48,942	60,228	93	Zach Otto	Sabrina Lloyd
16	Andre Hawthorne	48,887	49,412	76.9	Christopher Akins	Laura Fisher
17	Brandon Edens	48,279	94,109	93	Antonio Reyes	Simon Arias
18	Darcy Schrieber	47,714	64,483	97	Ryan Fickert	Zachary Hart
19	Oscar Betancourt	46,816	53,235	81	Ransley Vazquez	Bob Olson
20	Robert Nolan	46,676	82,344	74.9	Rodney Ward	Zachary Hart

ALL TIME RECORD: \$441,104 1st 6 Mo Agt

ALL TIME RECORD: \$624,474 Net ALP

YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Patrick Guthrie	\$247,285	\$325,849	72.5	Heath Bailey	Mathew Hart
*2	Stephen Giddens	225,247	295,750	75.3	Ryan Giddens	Steve Greer
*3	Joshua Krueger	195,101	224,495	89	Erin Allen	Richard Correa
*4	Daniel Walton	159,052	298,838	77.7	Patrick Bendure	Surace-Smith
*5	Steven Rios	151,773	175,040	90	Marian Sertler	Sabrina Lloyd
6	Joshua Crisp	147,731	156,214	90	George Weller	Zachary Hart
7	Andrzej Sertler	147,696	149,531	84	Marian Sertler	Sabrina Lloyd
8	Sokol Fazliu	130,880	152,530	80.5	Matthew Diulus	Simon Arias
9	Michael Stuver	126,880	169,211	82	Ryan Fickert	Zachary Hart
10	Eric Thompson	125,817	195,789	72.8	Matthew Parks	Surace-Smith
11	James Cassie	122,979	124,645	91	Adeyemi Akinade	Williams-Zophin
12	Holly Lacey	122,081	139,819	85	Robert Kanaan	Imran Satti
13	James Sodan	121,338	181,741	94	Robert Smith	Durhon Oldham
14	Sandra Sandoval	121,286	125,222	96	Marian Sertler	Sabrina Lloyd
15	Erin Moyer	116,650	209,201	77.2	Mark Beckford	Slav Bitman
16	John McDougald	110,483	137,865	87	Mark Dombroski	Giglione-Ackerman
17	Dominic Telymonde	110,464	155,026	74.1	Evan Holzhauser	Giglione-Ackerman
18	Dan Ikei	108,994	112,848	93	Blake Higuchi	Altig-Orlovic
19	Robert Nolan	108,240	167,334	74.9	Rodney Ward	Zachary Hart
20	James Harding	104,599	142,114	89	Andrew McQuade	Richard Correa

ALL TIME RECORD: \$1,468,394 1st 6 Mo Agt

ALL TIME RECORD: \$2,262,883 Net ALP

MASTERGENERALAGENTS



1
ERIN ALLEN
AURORA, CO



2
PATRICK BENDURE
COLUMBUS, OH



3
RYAN GIDDENS
HOUSTON, TX



4
RYAN FICKERT
TROY, MI



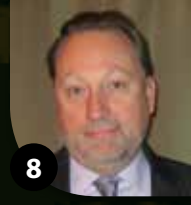
5
ROBERT KANAAN
HALIFAX, NS



6
MATTHEW PARKS
CLEVELAND, OH



7
NICHOLAS MOORE
ROCHESTER, NY



8
RODNEY WARD
TROY, MI



9
PATRICK KNOUSE
RALEIGH, NC



10
MATTHEW DIULUS
PITTSBURGH, PA

MARCH PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Erin Allen	\$122,064	\$152,103	70.6	Richard Correa
2	Patrick Bendure	98,863	298,350	76.8	Surace-Smith
3	Ryan Giddens	97,300	128,966	75.0	Steve Greer
4	Ryan Fickert	95,991	119,565	80	Zachary Hart
5	Robert Kanaan	93,913	142,264	70.5	Imran Satti
6	Matthew Parks	84,538	147,064	73.7	Surace-Smith
7	Nicholas Moore	83,716	213,336	76.6	Durhon Oldham
8	Rodney Ward	81,724	151,576	72.5	Zachary Hart
9	Patrick Knouse	80,237	125,922	71.8	Slav Bitman
10	Matthew Diulus	77,778	120,415	71.9	Simon Arias
11	Robert Smith	72,050	164,282	96	Durhon Oldham
12	Hal Herman	71,416	174,363	78.0	Durhon Oldham
13	Christopher Rodriguez	69,932	112,435	71.7	Kyle Johnson
14	Matthew Conrad	65,394	131,343	74.3	Surace-Smith
15	Herman Fennell	65,260	80,280	71.1	Samantha Chui
16	Michael Musso	64,219	122,915	78.0	Williams-Zophin
17	Harold Durana	63,648	126,857	79.8	Don Foti
18	Mark Dombrowski	62,212	73,521	71.8	Giglione-Ackerman
19	Justin H Adams	61,684	135,209	71.0	Simon Arias
20	Steven King	60,071	91,899	73.4	Zachary Hart

ALL TIME RECORD: \$438,277 1st 6 Mo Agt

ALL TIME RECORD: \$723,872 Net ALP

YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Erin Allen	\$294,792	\$353,075	70.6	Richard Correa
* 2	Patrick Bendure	245,931	711,875	76.8	Surace-Smith
* 3	Christopher Rodriguez	244,487	314,862	71.7	Kyle Johnson
* 4	Nicholas Moore	235,791	549,466	76.6	Durhon Oldham
* 5	Robert Kanaan	226,697	354,228	70.5	Imran Satti
6	Ryan Giddens	225,247	299,122	75.0	Steve Greer
7	Ryan Fickert	224,540	283,545	80	Zachary Hart
8	Matthew Conrad	192,871	286,025	74.3	Surace-Smith
9	Rodney Ward	189,068	307,249	72.5	Zachary Hart
10	Matthew Diulus	183,158	277,014	71.9	Simon Arias
11	Patrick Knouse	175,034	280,983	71.8	Slav Bitman
12	Ryan K Hall	166,213	281,344	72.3	Laura Fisher
13	Doreen Ryan-Foti	164,591	463,995	77.5	Don Foti
14	Matthew Parks	159,033	317,986	73.7	Surace-Smith
15	Mark Dombrowski	155,982	184,176	71.8	Giglione-Ackerman
16	Herman Fennell	148,418	178,151	71.1	Samantha Chui
17	Hal Herman	147,407	413,443	78.0	Durhon Oldham
18	Justin H Adams	145,984	283,782	71.0	Simon Arias
19	Michael Musso	141,665	273,897	78.0	Williams-Zophin
20	Bobby Szwaja	139,916	317,159	78.9	Theodore Pappas

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st 6 Mo Agt

ALL TIME RECORD: \$4,468,285 Net ALP

REGIONALGENERALAGENTS



1
THOMAS VENA
PITTSBURGH, PA



2
JOSHUA DISHONG
TROY, MI



3
MICHAEL LARAMIE
HOUSTON, TX



4
MATTHEW DIULUS
PITTSBURGH, PA



5
BRETT GRYSKA
ROCHESTER, NY

MARCH PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Thomas Vena	\$353,613	\$741,901	73.6	Simon Arias
2	Joshua Dishong	293,521	424,680	93.7	Zachary Hart
3	Michael Laramie	284,072	399,316	72.9	Steve Greer
4	Matthew Diulus	283,024	461,001	70.3	Simon Arias
5	Brett Gryska	266,644	637,623	77.1	Durhon Oldham
6	Matthew Turnquist	245,332	324,525	76.6	Richard Correa
7	Matthew Parks	235,195	456,654	74.7	Surace-Smith
8	Paul Kelly	204,933	366,285	70.6	Steve Friedlander
9	Christopher Rodriguez	175,579	238,948	72.3	Kyle Johnson
10	Corey Helly	171,025	302,682	71.8	Giglione-Ackerman

ALL TIME RECORD: \$980,159 1st 6 Mo Agt

ALL TIME RECORD: \$1,435,508 Net ALP

YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Thomas Vena	\$785,167	\$1,462,422	73.6	Simon Arias
* 2	Michael Laramie	640,486	910,566	72.9	Steve Greer
3	Matthew Parks	602,960	1,076,673	74.7	Surace-Smith
4	Matthew Turnquist	593,157	788,278	76.6	Richard Correa
5	Brett Gryska	591,941	1,417,523	77.1	Durhon Oldham
6	Joshua Dishong	573,896	821,980	93.7	Zachary Hart
7	Matthew Diulus	569,941	887,056	70.3	Simon Arias
8	Corey Helly	458,541	695,894	71.8	Giglione-Ackerman
9	Andrew McQuade	419,280	663,363	71.0	Richard Correa
10	Ryan Hall	396,198	617,357	72.8	Laura Fisher

ALL TIME RECORD: \$5,230,627 1st 6 Mo Agt

ALL TIME RECORD: \$8,242,209 Net ALP



SIMON ARIAS



STEVE GREER



ZACHARY HART



JAMISON WEATHERSPOON



JAMES CUNNINGHAM



KYLE JOHNSON



ERIC COCHRAN



MATHEW HART

† Performance Factor = % Net ALP Growth + % 1st 6 Mo Obj

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.

MARCH PRODUCTION

Category	NTG	RET	1st 6 Mo Agt	1st 6 Mo Obj	% 1st 6 Mo Obj	% Net ALP Growth	Performance Factor †
I Simon Arias		71.6	\$740,610	\$492,000	150.5	37.5	188.1
Durhon Oldham		77.1	265,990	227,000	117.2	27.6	144.8
Altig-Orlovic		77.3	1,084,701	967,000	112.2	13.9	126.1
II Steve Greer		74.1	\$365,329	\$133,500	273.7	51.9	325.5
Richard Correa		72.6	382,407	183,500	208.4	23.1	231.5
Giglione-Ackerman		72.5	305,091	183,500	166.3	21.7	188.0
Williams-Zophin		73.9	283,944	183,500	154.7	27.4	182.2
Cohen-Cohen		81.0	142,475	153,500	92.8	19.0	111.8
III Zachary Hart	82		\$340,614	\$130,000	262.0	85.3	347.4
Laura Fisher		72.8	155,496	90,000	172.8	38.6	211.4
Matt Henderson		73.1	148,993	115,000	129.6	64.3	193.8
Slav Bitman		73.8	105,559	90,000	117.3	35.6	152.9
IV Jamison Weatherspoon	91		\$133,633	\$67,000	199.5	62.2	261.7
Joseph Diecedue		71.0	163,825	83,500	196.2	26.9	223.1
Philip Prata		71.8	139,611	86,500	161.4	28.4	189.8
Cindy Furer		78.6	80,634	72,000	112.0	54.3	166.2
Nigel Crowe		78.0	93,281	83,500	111.7	28.1	139.8
V James Cunningham	92		\$80,800	\$57,000	141.8	16.9	158.7
VI Kyle Johnson		72.9	\$177,270	\$44,500	398.4	211.6	610.0
Samantha Chui		72.4	97,657	41,500	235.3	117.8	353.1
Scott Rehberg		74.7	102,657	40,000	256.6	68.1	324.8
VII Eric Cochran		78.3	\$76,550	\$32,500	235.5	71.8	307.4
Jared Cleckner		76.8	44,827	27,000	166.0	89.6	255.7
Bill Myatt	87		25,632	30,000	85.4	46.6	132.1
VIII Mathew Hart		70.0	\$127,334	\$25,000	509.3	334.9	844.3
Mitch Duplantis		71.8	93,046	25,000	372.2	106.8	479.0
Byron Paz		74.0	66,183	25,000	264.7	209.1	473.8
Roger Fung		73.7	44,787	25,000	179.1	61.3	240.4
Randall Cook		77.4	38,081	17,000	224.0	N/A	224.0

YTD PRODUCTION

Category	NTG	RET	1st 6 Mo Agt	1st 6 Mo Obj	% 1st 6 Mo Obj	% Net ALP Growth	Performance Factor †
I Altig-Orlovic		77.3	\$2,705,132	\$2,901,000	93.2	15.3	108.5
Durhon Oldham		77.1	590,983	681,000	86.8	18.3	105.1
II Steve Greer		74.1	\$819,506	\$400,500	204.6	56.7	261.3
Richard Correa		72.6	894,647	550,500	162.5	20.9	183.4
Giglione-Ackerman		72.5	854,138	550,500	155.2	12.2	167.3
Williams-Zophin		73.9	675,463	550,500	122.7	24.6	147.3
III Zachary Hart	82		\$783,395	\$390,000	200.9	78.3	279.1
Laura Fisher		72.8	396,201	270,000	146.7	25.3	172.0
Slav Bitman		73.8	290,496	270,000	107.6	39.4	147.0
Matt Henderson		73.1	410,169	345,000	118.9	19.9	138.8
IV Jamison Weatherspoon	91		\$236,628	\$201,000	117.7	29.4	147.1
Cindy Furer		78.6	176,015	216,000	81.5	11.6	93.1
V James Cunningham	92		\$239,987	\$171,000	140.3	59.1	199.5
VI Kyle Johnson		72.9	\$394,604	\$133,500	295.6	205.6	501.2
Scott Rehberg		74.7	262,342	120,000	218.6	81.2	299.8
Samantha Chui		72.4	233,558	124,500	187.6	109.1	296.7
VII Eric Cochran		78.3	\$194,048	\$97,500	199.0	58.4	257.4
Jared Cleckner		76.8	107,280	81,000	132.4	85.3	217.7
Bill Myatt	87		75,330	90,000	83.7	53.8	137.5
VIII Mathew Hart		70.0	\$350,607	\$75,000	467.5	280.8	748.3
Byron Paz		74.0	156,816	75,000	209.1	232.2	441.3
Mitch Duplantis		71.8	198,663	75,000	264.9	52.5	317.4
Roger Fung		73.7	63,165	75,000	84.2	67.9	152.1
Randall Cook		77.4	69,382	51,000	136.0	N/A	136.0

CATEGORY I



1
MALKA ARONY
PHOENIX, AZ

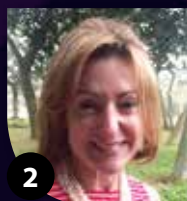


2
MARK GAGLIARDI
OAKLEY, CA

CATEGORY III



1
MARIO SOLJAN
AUCKLAND, NZ



2
LISA WEST
SEBRING, FL

CATEGORY II



1
CHERYL COOK
E BERLIN, PA



2
ROBIN ANDRADE
MALDEN, MA

CATEGORY IV



1
KEN ALTIZER
MT. NEBO, WV



2
ROBIN DENHAM
LEES SUMMIT, MO

TOPROOKIE



DONNA ALTSHUE
CHICAGO, IL

TOPMANAGER



JUDY SPADE
LIBERTY CENTER, OH

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS:

CATEGORY	POPULATION	ROOKIE:	Reps with 2014 Hire Date
1	over 11,000,000		
2	8,000,000 to 10,999,000	ICEBREAKER:	Reps with 2015 Hire Date
3	5,000,000 to 7,999,999		
4	Under 5,000,000	PR MANAGER:	Overall card growth at the end of the current month over previous year.

MARCH PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	1	Malka Arony 6,220	AZ/Maureen Roberts
	2	Mark Gagliardi 3,957	NorCal & Reno/Chuck Hill
	3	Kathy Pappas 3,136	NY City/Brian Ryan
	4	Chuck Hill 2,796	NorCal & Reno/Jason Beckman
	5	Donna Altshue 2,329	Chicago/Dawn Trudden
II	1	Cheryl Cook 2,999	PA/Katherine Pratt
	2	Robin Andrade 2,714	Mass & RI/Rosanna Gill
	3	Tami Williams 1,945	IN/Michelle Baxter
	4	Fran Christie 1,445	BC/Jackie Lowe
	5	Steve Sanchez 1,262	S FL/Billy Sauers
III	1	Mario Soljan 1,309	NZ/Steve Friedlander
	2	Lisa West 964	N FL/Billy Sauers
	3	Shannon Bennett 847	WA/Jason Beckman
	4	Nicole McCarthy 815	MN/Erica Dalager
	5	Lisa McGee 777	CO/Cindy Cleary
IV	1	Ken Altizer 2,703	WV/Tami Williams
	2	Robin Denham 1,779	KS & NW MO/Cindy Cleary
	3	Tim O'Connor 1,776	OK/Christa Davis
	4	Randy Stockley 1,602	NL/Melissa Lively
	5	Steve Orcheron 1,413	BC/Jackie Lowe
ROOKIE	1	Donna Altshue 2,329	Chicago/Dawn Trudden

ALL TIME PR CARD PRODUCTION RECORD: 18,960 CARDS

MARCH MANAGERS

Rank	Card Growth	Director
1	Judy Spade 3,140.0	Michelle Baxter
2	Carmella Swanson 2,628.0	Jason Beckman
3	Dawn Trudden 1,910.5	Denise Gilbert
4	Christa Davis 1,272.0	Jason Beckman
5	Chuck Hill 1,201.0	Jason Beckman

MARCH BONUSES

Sue Akers	Brenda Di Somma	Sandy Knapp	Nicole Pate	Jennifer Sprout
Ken Altizer	Vivian Dwyer	Cindy Kunce	Rona Pileggi Spano	Randy Stockley
Donna Altshue	Viki Farr	Donna LaMontagna	Janis Pitts	Jessica Treybick
Robin Andrade	Mark Gagliardi	Larry Lozano	Cas Robinson	Leo VanDenBussche
Malka Arony	Susan Gilbert	Lacy Martin	Chas Robinson	Bill Verbeten
Lisa Bennett	Laurie Gruber	Nicole McCarthy	Gary Rothman	Al Wall
Gabriela Berloni	Anna Guido Rohrer	Kevin McKeen	Rebecca Rozario	Angela Waller
Lou Nell Busby	Jeffrey Hapke	Mollie Miller Merrett	Irene Rurycz	Lisa West
Fran Christie	Jerry Hartnett	Jermaine Moore	Steve Sanchez	
Cheryl Cook	Krissa Hensley	Tim O'Connor	David Scalisi	
Amanda Cross	Dee Hettinger	Steve Orcheron	Mario Soljan	
Robin Denham	Brett Hulme	Kathy Pappas	Donald Spohn	

YTD PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	*1	Chuck Hill 13,814	NorCal & Reno/Jason Beckman
	*2	Malka Arony 11,114	AZ/Maureen Roberts
	3	Rona Pileggi Spano 7,240	Chicago/Dawn Trudden
	4	Viki Farr 6,528	MI/Beth Farm
	5	Mark Gagliardi 5,923	NorCal & Reno/Chuck Hill
II	*1	Robin Andrade 4,535	Mass & RI/Rosanna Gill
	*2	Cheryl Cook 3,467	PA/Katherine Pratt
	3	Jeffrey Hapke 2,951	PA/Katherine Pratt
	4	Tami Williams 2,767	IN/Michelle Baxter
	5	Steve Sanchez 2,659	S FL/Billy Sauers
III	*1	Laurie Gruber 2,690	WI/Amanda Mlinaz
	*2	Mario Soljan 2,660	NZ/Steve Friedlander
	3	Sandy Knapp 2,587	WI/Amanda Mlinaz
	4	Shannon Bennett 2,204	WA/Jason Beckman
	5	Leo VanDenBussche 2,103	MB/Jackie Lowe
IV	*1	Anna Guido Rohrer 3,923	S OH/Tami Williams
	*2	Tim O'Connor 3,407	OK/Christa Davis
	3	Ken Altizer 3,306	WV/Tami Williams
	4	Amanda Cross 2,699	KY/Tami Williams
	5	Darrell Dorey 2,564	Maritimes/Melissa Lively


ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 CARDS

YTD MANAGERS

Rank	Card Growth	Director
*1	Judy Spade 3,685.5	Michelle Baxter
*2	Carmella Swanson 2,726.0	Jason Beckman
*3	Maureen Roberts 2,681.0	Jason Beckman
4	Chuck Hill 2,044.0	Jason Beckman
5	Katherine Pratt 717.0	Denise Gilbert


WORLD'S GREATEST BONUS

1




PAUL SMITH
\$10,086
Surace-Smith

2




VAN ORTEGA
\$5,746
Altig-Orlovic

3




HIRENKUMAR PATEL
\$5,522
Surace-Smith

4



EREZ SHABTAY
\$5,344
Altig-Orlovic

5



KATIE MASSART
\$5,342
Altig-Orlovic

MARCH BONUS LEADERS

March Bonus Payout: \$1,706,447
March Bonus Qualifiers: 2,710

- \$10,086 Paul Smith
- 5,746 Van Ortega
- 5,522 Hirenkumar Patel
- 5,344 Erez Shabtay
- 5,342 Katie Massart
- 5,253 Max Quasem
- 5,051 Dustin Dunbar
- 5,010 Bruce Tan
- 4,948 George Kamel
- 4,931 Joey Kennedy
- 4,892 Eric LaBossiere
- 4,819 William Parmeter
- 4,680 Michael May
- 4,677 Jonni Ng
- 4,362 Lily Sakai
- 4,311 Joey Sales
- 4,262 Samvel Tigranyan
- 4,243 Joseph Sarasin
- 4,164 Jodi Raymond
- 4,132 Jesusdieu Portilus
- 3,953 Cherri Xie
- 3,851 James Keefer
- 3,824 Patricia Lambert
- 3,815 Roghie Hassan Loo
- 3,735 Avalon McLeod
- 3,670 Jenny Alvarez
- 3,658 Alma Barriga-Gonzalez
- 3,619 Ronald Rivera
- 3,611 Darryl McCoy
- 3,608 Brock Lampee
- 3,562 Denis Snyder
- 3,484 Tonya Bailey
- 3,452 Alix Albright
- 3,419 Lucas Larson
- 3,410 Michael van Delft
- 3,405 Ali Zaidi
- 3,357 Sheyla Flores
- 3,286 Elise Caldwell
- 3,279 Alvin Ali
- 3,193 Timothy Penso
- 3,173 Aaron Haynes
- 3,154 Alan Sedaghat

- \$3,144 Andrew Chambers
- 3,137 Lesina Ah Sue
- 3,121 Cody Toth
- 3,113 Carmela Pellen
- 3,096 Sherry Schick
- 3,093 Sean Grant
- 3,085 Bill W Goswick
- 3,058 Anne Strayer
- 3,056 Constance
- Yadollah Pourjalali
- 3,002 Mark Lomonaco
- 2,963 Cathleen Hairston
- 2,950 Shalom Chaimov
- 2,886 Mike Sukhbaatar
- 2,867 Kelly McDonald
- 2,865 Tina Nelson
- 2,826 Timothy Cruise
- 2,809 Thomas King
- 2,790 Kalen Dugan
- 2,786 Shanita Ellmers
- 2,767 Jeremy Morris
- 2,748 Elias Boles
- 2,739 Timothy Malloy
- 2,722 Kasali Kotun
- 2,714 Charles Belt
- 2,712 Cynthia Sittig
- 2,684 Ross Ewen
- 2,827 Gary Gooden
- 2,582 Richard Carter
- 2,574 Helen Taylor
- 2,561 Inna Grigorov
- 2,540 Todd Homer
- 2,520 Matthew Brazeau
- 2,508 Deante Young
- 2,504 David Rockway
- 2,504 Jon Golin
- 2,485 Raynetta Smalls
- 2,480 Robert Ulreich
- 2,470 Mario Andres Chavez
- 2,444 Justin Germany
- 2,441 Matthew Cessna

- \$2,440 Mark Hart
- 2,434 Edward DeFurio
- 2,427 Fritznel Octave
- 2,423 Omar Fernandez
- 2,411 Cristi Huffman
- 2,401 Paul Torman
- 2,400 Lincoln Dziekonski
- 2,399 Lisa Martin
- 2,398 Carlos Garcia
- 2,395 Sam Chan
- 2,388 Dustin Edgell
- 2,382 Thomas Fleming
- 2,363 Mack Hanna
- 2,359 Marc Thebeau
- 2,348 Alejandro Anderson
- 2,345 Elizabeth Tompkins
- 2,339 Alipate Makaui
- 2,326 Muhammed Ashraf
- 2,314 Riley Peters
- 2,313 Adem Abdula
- 2,313 Michael J Smith
- 2,307 Gordon Fulton
- 2,296 Omar Hashimi
- 2,292 Ruban Chaimov
- 2,285 Hector Sartori
- 2,279 Elifranc Deus
- 2,270 Emaly Galeano
- 2,259 Timothy Copenhaver
- 2,244 Shelby Poston
- 2,242 Lora Beronja
- 2,238 Christabel Ornelas
- 2,235 Inna Grigorov
- 2,212 Ruben Soberanes
- 2,193 Gary Slocum
- 2,189 Hakan Ozalpasan
- 2,176 Lauri Roberts
- 2,173 Daniel Martinsen
- 2,173 Brian Mincher
- 2,171 Adrian Ortiz
- 2,166 Travis Barnes
- 2,152 Michael Maloney
- 2,139 Rita Charles

- \$2,136 Christopher Bentley
- 2,136 Marcus Martin
- 2,135 Mustafa Ridha
- 2,133 Jimmy Tchen
- 2,127 Violetta Goldman
- 2,124 Philip Roffi
- 2,121 Joshua Graham
- 2,120 Victor Agurto
- 2,120 Tiffani Ronda
- 2,106 Martyna Dudapasielka
- 2,104 Patrick Donovan
- 2,097 Sarah Vacheresse
- 2,095 Nicole Harrell
- 2,086 Robert Ward
- 2,078 Hateni Tohi
- 2,074 Daniel Li
- 2,073 Angelique Piquion
- 2,065 Kevin Tomanovich
- 2,061 Vicki Schettler
- 2,054 Michael Nowak
- 2,053 Bryant Kyle
- 2,049 Massoud Vaziri
- 2,041 Rosita Tumpap
- 2,040 David Watkins
- 2,034 Patrick
- Ngangyou Tchouchui
- 2,032 Thomas Agee
- 2,027 Tibor Simon
- 2,020 Matthew Kurey
- 2,017 Kyle Lewicki
- 2,011 Thomas Lypps
- 2,010 Evelin Castro-Sharif
- 2,010 Sarah Dulany-Gring
- 2,005 Mark Harhager
- 2,003 Louis Reed
- 2,002 Laurie Mazza
- 2,001 Daniel Bean
- 2,001 Kaleiokamaile Viena
- 1,999 Lee van Delft
- 1,985 Anthony Theriault
- 1,979 Beaux Southern
- 1,976 Maria Shipe

- \$1,971 Gabriel Manzo
- 1,958 Gregory VanSuch
- 1,953 Brian Jerome
- 1,945 Joshua Stone
- 1,938 Emil Mohareb
- 1,921 Adeola Obasanya
- 1,908 Linda Jarrous
- 1,908 Aaron Kean
- 1,904 Gretchen Lasser
- 1,902 Stephanie Kell
- 1,902 Kenneth Preston
- 1,898 Cassandra Stubblefield
- 1,896 David Stingl
- 1,881 Yuridia Stoffa
- 1,878 Thomas Lafferty
- 1,877 Max Myers
- 1,866 Arthur Westergren
- 1,866 Andrew Edwards
- 1,857 Kyle Ham
- 1,856 Donte Grant
- 1,849 Stephanie Novel
- 1,848 Lenard Brown
- 1,843 Anthony Sava
- 1,839 Brian Welsh
- 1,838 Maria Ramirez
- 1,836 Travis White
- 1,816 Joshua Kershaw
- 1,815 Tina Jones
- 1,810 Luckey Boston
- 1,793 Sally Wilson
- 1,793 Soonalote Taogaga
- 1,787 Benton Tong
- 1,785 Sione Kala
- 1,782 Mike Allen
- 1,777 Peter Kaplanis
- 1,773 Duni Olusegun
- 1,771 Lleiison Martinez
- 1,769 Takiyah Smith
- 1,768 Zachary Lakatos
- 1,763 Horatio Ward
- 1,763 Vincia Moore
- 1,757 Brenden Mostoller

- \$1,744 Carly Ferraro
- 1,737 O'Neil Cooper
- 1,729 Kehinda Pryor
- 1,727 Scott Mudrak
- 1,726 Stuart McKenzie
- 1,723 Daphne Weber
- 1,721 Jason Tuttle
- 1,717 Kierra Goodwin
- 1,697 Natalie Soboleva
- 1,696 Garret Kun
- 1,692 Hussain Mir
- 1,689 Sawyer Skaggs
- 1,686 Casey Finley
- 1,685 Jesse Benwell
- 1,684 Omar Velas
- 1,676 Bryan Maggard
- 1,676 Erin Nicole
- 1,664 Noreen Mcnear
- 1,662 Brian Benedict
- 1,661 Susan daCruz
- 1,659 Ruth Charlesworth
- 1,656 Tabitha Witherell
- 1,653 Crystal Triplett
- 1,651 Jonathon Havens
- 1,644 Jorge Guerra
- 1,643 Ifeanyi Ufodu
- 1,642 Richard Bentley
- 1,626 Christopher Hayward
- 1,623 Tyler McKnight
- 1,620 Rosendo Anaya
- 1,620 Jose Morales
- 1,618 Charles Firmino
- 1,615 Afuiva Vaai
- 1,614 Ileana Tatafu
- 1,614 Nikki Sievers
- 1,607 Toby Painter
- 1,603 Travis Kovach
- 1,602 Joseph Kanaan
- 1,600 Abdel Alkundi
- 1,598 Michael Burningham
- 1,597 Michael Neilson
- 1,588 Charles Ferrari
- 1,585 Geddes Robinson
- 1,581 Teresa Damminger
- 1,577 Virginia Rice
- 1,575 Solomone Havea
- 1,574 Scott Hanna
- 1,569 Christine Cuesta
- 1,568 Elisabeth Musarra
- 1,566 Gian Trinidad
- 1,561 Matthew Hilton
- 1,554 William Johnson
- 1,551 Kristin Godsey
- 1,540 Whitney Roth
- 1,540 Ryan Witham
- 1,531 Anacleto Arevalo
- 1,526 Bryon Edginger
- 1,525 Curtisha Stephens
- 1,524 Inderjit Toor
- 1,522 Michael Olvera
- 1,521 Daniel Toshner
- 1,514 Bryan Vangheluwe
- 1,507 Daine Roswess
- 1,507 Hannah Linderholm
- 1,501 Christina Wacker
- 1,497 Rayleen Kama
- 1,496 Henry McCormick

- \$1,495 Mahadai Kryshundayal
- 1,493 Gregory Giesler
- 1,493 Lisa Richardson
- 1,491 Daie'Marchaie Jones
- 1,486 Scott Florin
- 1,485 Michael Iheakanwa
- 1,479 Antonio Evans
- 1,478 Orett Nelson
- 1,477 Curtis Henderson
- 1,474 Sunnie McRee
- 1,472 George Shafiek
- 1,467 Janet Buckley
- 1,464 Alexander Shpirt
- 1,461 Terence Bronson
- 1,457 Shelley Duck
- 1,457 Ericka Martinez
- 1,451 Joachim Jean
- 1,451 Melefatai Manako
- 1,448 Cameron Howat
- 1,448 DeAnthony Hartman
- 1,445 Felix Gonzalez
- 1,445 Iman Chehli
- 1,444 Raymond Angeles
- 1,441 Lance Eldell
- 1,434 Leya Kirchstein
- 1,433 Al-Karim Walji
- 1,429 Eric Hidy
- 1,426 Diana Henry-McCool
- 1,425 Christina Robinson
- 1,424 Risa Moniz
- 1,415 Neil Washnock
- 1,413 Maria Fe Abad-Barte
- 1,411 Jordan Howard
- 1,410 Mohamed Abdulsalam
- 1,409 Chantal Mallette
- 1,407 Seneca Birchmore
- 1,405 Deshawn Young
- 1,405 Kareem Mutia
- 1,399 Ryan Vopat
- 1,394 Justin Whittington
- 1,391 Calvin Shaw
- 1,389 Dana Black
- 1,386 Keith Amrine
- 1,385 Christian Hedgepeth
- 1,383 Lisa Jones
- 1,380 Jesse Abbott
- 1,376 Evdokia Reutov
- 1,375 Talisa Smith
- 1,375 Brian Stuckey
- 1,374 Anita Ferris
- 1,371 Jennifer Holliday
- 1,371 Dexter Hill
- 1,369 Patrick Rieger
- 1,367 Shane Ramage
- 1,365 James Thorogood
- 1,364 Jason Russo
- 1,364 William Magyar
- 1,364 Alfred Ulipa
- 1,362 Ellen Schultz
- 1,361 Jenny Melara
- 1,352 Larry Finch
- 1,351 Christopher Chulock
- 1,349 Robert Drake
- 1,347 Willia Dukes
- 1,341 Derek DeProspero
- 1,334 Jamie Tan
- 1,333 Ayman Elsalhy

- \$1,329 Charley Forshee
- 1,328 Kevin Holtz
- 1,324 Andrew M Bishop
- 1,321 Siria Rodriguez
- 1,320 Andrea Yee
- 1,320 Shelby Huff
- 1,316 Melissa Foy
- 1,314 Nadira John
- 1,310 Haydee Burrola
- 1,307 Rachel Gallagher
- 1,306 Ogenyere Okhirkhian
- 1,306 Cristina Bryan
- 1,304 Richard Millington
- 1,297 Thomas Christensen
- 1,293 Steven Stensrud
- 1,287 Bechir Abboud
- 1,281 Ashley Kelly
- 1,279 Melefatai Manako
- 1,279 Brandon Minor
- 1,277 Preeti Sahgal
- 1,276 Phillip Luci
- 1,276 Kaylee Kielczewski
- 1,271 Malaysia Halley
- 1,271 Aaron Crosby
- 1,263 Mike Paragiou
- 1,261 Mikola Askew
- 1,261 Alecia Hudson
- 1,261 Ricardo Ferrer-Olivero
- 1,261 Tara Cyphert
- 1,253 Walter Scott
- 1,248 Tasha Tucker
- 1,245 Elba Vargas
- 1,245 Joshua Goodman
- 1,244 Victoria Varney
- 1,243 Kelly Marceniak
- 1,242 Ashley Menchaca
- 1,238 Kembra Speigner
- 1,235 Glenn Arakawa
- 1,232 Tanya Dodson
- 1,230 Jake Mai
- 1,230 Andrew Dorf
- 1,227 David Herman
- 1,225 Peter Gabranski
- 1,220 Jerrard Brown
- 1,220 Jesse Bachrach
- 1,220 Judy Dawson
- 1,216 Michael McClintock
- 1,212 William Hethcoat
- 1,208 Matt Flores
- 1,206 Robert Gawne
- 1,205 Rocio Aleman
- 1,205 David Liniewski
- 1,200 Oleg Novitchii
- 1,198 Humberto Quintero
- 1,198 James Shouse
- 1,190 Jason Ashline
- 1,188 Andrew Fletcher
- 1,187 Tyler Moore
- 1,185 Stephanie Reinke
- 1,183 Lynn Doolittle
- 1,181 Samantha Cicardo
- 1,179 Beau Bequette
- 1,176 Tamara Hughes
- 1,172 Jennifer Wehrle
- 1,168 Ryan Orloski
- 1,167 Kelly Nails

- \$1,165 Jagdish Sukhu
- 1,165 Carey McCormick
- 1,162 Michelle Lee Watson
- 1,162 Liza Dowdellel
- 1,161 Hannah Hinkle
- 1,159 Omar Billy
- 1,158 Harvey Quinn
- 1,158 Jessica Rhoades
- 1,154 Sharon Manning
- 1,153 Rachel Effenbein
- 1,151 Justin Zupan
- 1,145 Keith Cameron
- 1,144 Zachary Hollingworth
- 1,141 Tuikogau Afumua
- 1,140 William Hoffman
- 1,140 Brittany Intharaphet
- 1,139 Roger Rau
- 1,139 Tony Geer
- 1,138 Abdel Khawatmi
- 1,138 Krystina Sauber
- 1,137 Jessica Kendall-DeGraves
- 1,134 Brian Thai
- 1,132 Daymon Green
- 1,132 Lisa Bell
- 1,132 Sherwood Brown
- 1,130 Michael Lessard
- 1,129 Laura Mack
- 1,128 Appoline Ridore
- 1,128 Bernadette Casciato
- 1,124 Cassidy Carlotto
- 1,122 Cecil Johnson
- 1,119 Marcus Moody
- 1,119 Joseph Hedborn
- 1,118 James Miller
- 1,117 Brandon Larkin
- 1,117 John Catalano
- 1,116 Delevan Roy
- 1,115 Kenneth Hopper
- 1,113 Brendan Bradfield
- 1,111 Takela Carrington
- 1,109 Brianna James
- 1,108 Fran Kolos
- 1,107 Jake Sherman
- 1,107 Sherly Philippe
- 1,107 Pablo Zetina
- 1,107 Jennifer Perez
- 1,106 Niakia Phillips
- 1,103 Oscar Carter
- 1,101 Lisa Magaw
- 1,098 Michael Loy
- 1,096 Jinchou Zhao
- 1,095 Athea Buchanan
- 1,090 Alaa I Mohamed Khalil
- 1,090 Anna Midowicz
- 1,089 Tiffney Harmouche
- 1,089 William Russell
- 1,087 Jonathan Deperalta
- 1,085 Ayrhahn Johnson
- 1,085 Cassandra Brown
- 1,084 Brody
- Maughan-Evanson
- 1,083 Daniel Johnson
- 1,083 James Reddick
- 1,081 Donna Glende
- 1,077 Nickoy Hylton
- 1,077 Christine Beach
- 1,077 Loreal King


- \$1,075 Arnold Iacoviello
- 1,073 John Velardo
- 1,070 Matthew Mortinson
- 1,069 Robert Griffin
- 1,069 Eric Spells
- 1,066 Yonique Gordon
- 1,064 Bryan Dykes
- 1,064 Marvin Fox
- 1,061 Casey Hayes
- 1,060 Benjamin Ainscough
- 1,060 Gregory Graham
- 1,059 Rebecca Kuefler
- 1,058 Thorin Somers
- 1,058 Deana Plaster
- 1,054 Sean Crampton
- 1,053 Aaron Voegel
- 1,051 Murray Nagler
- 1,051 Steve Marker
- 1,049 Mohammad Saatsaz
- 1,047 Michael Moreno
- 1,043 Amr Shater
- 1,043 Tobe Pope
- 1,042 Conrad Berg
- 1,040 Thames Nolan
- 1,040 Piniece Williams
- 1,038 Virakbot Oung
- 1,037 Kurt Theis
- 1,036 Matthew Koleszar
- 1,035 Guitree Basdeo
- 1,034 Stephanie Haarer
- 1,031 Jadelene Welty
- 1,031 Sergi Ruiz
- 1,028 Megan Cox
- 1,027 Jamell Ramsay
- 1,025 Jeffrey Witherall
- 1,025 Robert Novotne
- 1,025 Kyle Alden
- 1,024 Courtney Basil
- 1,022 Duke Adujones
- 1,022 James Smith
- 1,018 Marie St Germain
- 1,016 Michael Schumacher
- 1,014 Shauna Hannemann
- 1,011 Nasrin Hossein-Abadi
- 1,010 Raymond Webb
- 1,007 Ryan Kendl
- 1,007 Jonathan Frigola
- 1,006 Kanally Daniel
- 1,006 Shawn Lewicki
- 1,005 Robert J Harris
- 1,004 Roberto Navarro
- 1,004 Erna Gasanin
- 1,001 Gregory Hayman
- 1,000 John McGrath
- 1,000 John Keslar
- 998 Matthew Newell
- 997 Crystal Clarke
- 994 Colleen Joyce
- 994 Jacob Montney
- 993 Leonard Paschke
- 992 Hugo Flores
- 992 Kristi Vang
- 991 Richard Robles-Perez
- 988 Christopher McFoy
- 987 Lara Suiter
- 987 Zane Moore
- 986 Candice Anderson

WORLD'S GREATEST BONUS - CONTINUED

\$986 Marcus Daniels	\$932 Jeffrey Lewis	\$866 Winston Hills	\$804 Orby Kelley	\$739 Hiedi Dominguez	\$685 Steven Warner	\$637 Stephen Cozart	\$604 Emily Brunner	\$561 Pareu Teinaki
986 Andrew Leah	932 Richard Jones	862 Crystal Camacho	804 Marcus Smith	738 Jose Rubio	684 Stuart Squires	636 Megan Winston	602 Candice Young	561 Julia Pontonio
983 Eric Jaeger	931 Christopher Hamilton	860 Maria Hernandez	799 Andrew Samples	736 Joseph Quintons	681 Cherie Mohn	635 Casey Kunash	600 Frank Guarascio	561 Toni Mussara
981 Nichole Alanis	930 Jessica Holman	855 Crystal Revilla	798 Daniel Franke	736 Matthew Hokanson	681 Monica Bengtson	634 Jorge Martinez	598 Mary Perinpanayagam	559 Sheralyn Gonzalez
979 Steven Sibelman	929 Lynzy Zielonko	851 Vanessa Delery	798 Travis Vandeberghe	734 Joel Mora	681 Melissa Minatre	633 Joseph Mahnen	598 Christopher Shuman	559 Michael Casey
979 Susan Chuppa	928 Vicky Ducharme	851 Hannah Bailey	795 Louis Sharp	733 Elvis Durakovic	680 Darrell Hodges	633 John Young	598 Amy Skalsky	559 Kimberly Alston
978 Kosal Chung	927 Ariel Vela Della Vedova	849 Emily Sutton	792 Matthew Lukesh	733 Cuauhtemoc Santamaria	678 Mario DiGiovanni	633 Kendra Sabin	596 Andrea Kessler	558 Nicki Griffiths
978 Candice Eusebio	925 James Merriman	849 Sela Mavae	791 Anita Ruiz-Brittingham	731 Christine DiSanto	678 Kristin Murphy	633 Erick Berruquin	595 Staci Kubik	557 Kenneth Sutton
975 Alisha Anderton	924 Raymond Manu	847 Dianna Spayde-Flanagan	787 Glenn Hampton	730 Stephan Gustafson	678 Lauren Gould	631 Antoine	594 Kristina Moore	555 Matthew McCall
975 Jennifer McCall	923 Fanny Garcia-Ramirez	846 Gary D Jones	784 Stephanie Burns	728 Iris Davis	674 Kathleen Wade	Lutumba-Ntumba	592 James Frese	555 Olesya Wegner
975 Collins Appiah	923 John Webb	844 Randy Gill	784 Roger Drake	727 Laurekins Pardovani	674 Darrell Ballard	631 Chad Vangils	591 Sonia Tyner	555 Shannon Losek
973 Reuben Vincent	921 Lakiethra Jordan	843 Brazos Campos	784 Ryan Porter	726 Pamela Faircloth	674 Badum Maaloo	630 Victor Rodos	591 Carl Jaquez	554 Serena Johnson
973 Jennifer DeWitt	916 Robert Adrahtas	841 Fadi Nassar	784 Travis Picklesimer	723 Deserick Davenport	671 Angelique Green	629 Jamal Simmons	590 William Barker	553 Catherine Edwards
969 Lockert Johnson	916 Sina Heak	841 Richard Robles	783 Desiree Martin	722 Kimberly Tagliavia	670 Wendy Morrell	629 Tovaughna	590 Joshua Cosentino	553 Bryan Juskiw
968 Trevor Mayer	915 Herivelto Pereira	840 Lamar Huntley	783 Michael O'Donnell	722 Mark Bejin	670 Joseph A Harris	Tipton-Adams	589 Paula Stiefel	553 Karissa Claybrook
967 Caroline Mikhail	915 Marizen Scott	838 Donald Gregoire	782 Corey LaVigne	721 Mario Rodriguez	669 Jimmie Marcum	629 Shawn Barton	588 John Russo	552 Kyle Barter
967 Benjamin Van Fossen	913 Julianne Scavo	836 Nigel Turpin	781 Jahara Lewis	721 Janina Wilson	666 Hannah Patterson	627 William Langford	588 Ashley Rilett	550 Roxanne DeJesus
962 Tammie Hartman	905 Lauren Martin	835 Lawrance Combs	780 Joshua Rush	721 MaryBeth McCarter	664 Justin Sutton	625 Dwight Holmes	587 Armin Cate	549 Sofia Valji
961 Damaris Henderson	904 Savanna Cowart	835 Scott Remmey	780 James Lawson	718 Jean Joseph	663 Gilbert Pollock	625 Michael Kraft	587 Cynthia Jackson	549 Blake Bocci
961 Diana Sinohui-Garcia	903 Julius Evers	833 Kelli Perry	780 Andrew Mahlstedt	717 Rasaki Are	659 Frances Walker	624 Davia Thompson	586 Bradley Christiansen	549 Michele Randazzo
960 Kristina McLain	903 Simon Lee	833 Juan Nunez	780 Lisa Gomez	713 Alvin Massenburg	658 Joy Vann-Austin	623 Carissa Thorne	585 Justin Diaz	548 Karan Rogers
958 Yairaniz Figueroa-Ruiz	902 Ernest Patterson	832 Ritia Tokahere	779 Chandelle Carter	713 Stephen Alexander	658 Joseph A Harris	622 Isabel Contreras	584 Douglas Goodison	548 Justin Lehman
957 Casey Gordon-Owens	902 Maria Consunji	832 Victoria Wippich	777 Amy Shui	711 Ari Bykofsky	656 Tyson Evans	621 Erica Northrup	583 Alexander Bayley	548 Christina Lang
956 Javier Diaz	901 Bryon Wagner	832 Brian Lee	774 Luke Fincher	710 Karen Mosley	655 Christopher Bennett	621 Christopher Alicki	583 Derrick Yancy	546 Jonathan Halligan
956 Igor Melcharek	901 Shane Junger	831 Melissa Losk	769 Jessica Boss	710 Dawn Selden	655 Maren Conway	621 Ricardo Garavito	582 Salamanaia Ah-Kuoi	546 Corey Hallam
954 Justin Adams	899 Michael Loftus	830 Yuriy Kosovan	769 Robert Locke	709 Ryan Tomajcik	655 Sean P Smith	621 Cornelius Wilkins	581 Rommell Cooper	546 Jonathan Kinnard
953 Frederick Noel	899 Hye Yun	830 Curtis Young	769 Jesse Thrash	709 Matthew Gonzalez	655 Aaron Blanchard	620 Keilen Shigematsu	580 Rebeca Garcia	545 Aaron Parks
952 Denville Loney	899 Nathan Duram	828 Patrick McGuiigan	768 Jamal Nelson	707 Jeffery Johnson	654 Carolyn Phillips	620 Wanda Williams	580 Eric Gyasi	544 Carlos Frazier
951 Tarek Elabasy	897 Kyle Elabasy	824 Gregory Tomanovich	766 Gregory Norris	706 Adrian Segalla	652 Christina Pierson	620 Pedro Lucas	580 Jackie Okimoto	544 Shane Walters
948 Kevin Dotzel	897 Jamila Richardson	823 John Bilinsky	764 Wilmer Munoz-Jimenez	705 Joshua Latini	651 Monica Gollihar	620 Julie Aprahamian	579 Ricky Mizell	543 Megan Herickhoff
948 Tyler Worstell	896 Bruce Timms	823 Taylor Orona	764 Reesa David	702 Andrew Wilson	651 Teresa Lubrani	619 Michael Jones	579 Tina Truong	541 Randy O'Campo
948 Noah Miller	895 Joshua Boyce	823 Gintare Zubrute	763 Shaniqua Peters	701 Shalandria Blige	649 Michael Ashton	618 Michael Sheridan	579 Gabrielle Martinez	541 Iris Saavedra-Garcia
948 Kristy King	895 Gregory Wolfe	818 Christian West	761 Christine Sobb	701 Thomas Hoopes	647 Tatyana Dunayvitser	615 Joseph Frankine	577 James Russell	540 Alexzandria Payton
947 Kyle Fletcher	893 Dana Winn	817 Nathan Vannice	761 Daniel LaFontaine	700 Cynthia Topete	646 Sonja Christie	614 Thomas Molinski	577 Mele Makaui	540 Mynor Lemus
946 Rachael Hicks	892 Jacquelyne	815 Matthew Girard	760 Teneeah Garrett	698 Candice Rezzo	645 Brandi Rule	612 Sherrie Woolridge	577 Stefano Kinirooulos	538 Scherell Haripersaud
946 Brenna Jensen	892 Thorpe-Stewart	815 Adnan Jumani	759 Seleste Stewart	698 Lee Galtman	645 Ashley Hartman	610 Steven Mason	576 Tiare Hubbard	538 David Ramirez
946 Cesar Leon	892 Ryan Folck	815 Mauri Ramirez	758 Cristina Brooker	696 Simona Means	644 Darla Winant	610 Corey Moore	575 Christopher Gray	537 Adam Pottebaum
946 Rachael Santee	889 Demmerick Stevenson	814 Heidi Holt-Peel	757 Ashley McCall	696 Steven Bensinger	644 Danijela Matic	610 Joaquin Santos	574 Heather Ward	537 Kelly Hannan Daley
943 Morgin Sheppard	887 Dianna Hernandez	814 Richard Kresge	757 Asenita Tiseli	696 Jarod Bordynoski	644 Zenon Zorij	609 Mchel Helgeson	572 Matthew Kozlowski	536 Mark Adelman
943 Alexis Pineiro	885 Brighton Layton	814 Erik Bertsch	754 Victoria Perea	696 Polina Philbin	643 Robert Park	608 Afsaneh Tehrani Zadeh	571 Catherine Fisher	535 Todd Souvignier
941 Jaclyn Doyle	883 Elyse Bryan	813 Roberta Whitman	753 Rajvir Gill	696 Sandra Linse	642 Laura Dennee	608 Drew Hoffmann	570 Pakisha Dowling	534 Courtney Ahlers
941 Harry Rutsinsh	876 Bruce Viaje	812 Timothy Blackburn	747 Robert Wright	695 Scott Davison	641 Michael Laperche	607 Rebecca Lewis	568 Laretta Holton	532 John Cochrane
940 Jayshaun Johnson	875 Samaiya Minor	811 Samaiya Minor	747 Ugo Menichelli	694 Donte Long	641 Thomas Huynh	607 Natalie Taulagaua	567 Myaa Fallon	532 Brent Mosher
939 Sarah Tassone-McAlee	875 Gregory Nass	810 Simone Hunter	746 Jean Ghaly	694 Shelby Schwab	641 Tammy Fletcher	607 Daniel Phares	567 Belinda Rickles	531 Slavita Hut
938 Marissa Cobb	874 DeMario Cooper	809 Jesse Coatney	745 Brian Wallace	693 Samson Adelufosi	641 Joshua Dishong	606 Ronen Shimony	567 Jane Langton	531 Chanae Clemons
938 Virginia Lee	872 Christopher Woznicki	809 Raudel Santos	744 Clint Umbrell	693 Joan McKee	640 Gregory Bonnes	606 Meakie Grice	566 Victor McGruder	531 Karrie Bickford
936 Mark Howard	870 Kevin Haines	809 Dexter Phillip	739 Julie Guinto	693 Chufon Jackson	639 Gregory Bonnes	606 Addie Combs	566 Oscar Ortiz	529 Jon Gelhorn
935 Dallas Johnson	870 Andrew Rodgers	807 Travis Williams	739 Kimberly Wilkerson	691 Jennifer Kimmel	637 Dominic Telymonde	604 Folauhola Vea	565 Lashae Johnson	529 Junbin Koh
934 Brison Boyd	870 Angelique Lavaly	806 Bernard Oliphant	739 London Nelson	689 Hinalei Hukehuke	637 James Sodan	604 Jack Gilbert	565 Badr Elkousy	529 Yvette Quintana
932 Daniel Lopez	868 Tracy Lepore	805 Zachary Bradshaw	739 Laura Frew	686 Nolan Reid	637 Stephen Parent	604 Brazilian Mitchell	563 Jose Garcia	528 Donna Diehl
								527 Sokol Fazliu
								525 Rose Cash
								525 Ailepata Tavelu
								525 David Numbers
								523 Gretchen Gillern
								523 Deante Odom
								522 Xavier Maclarty
								522 Kevin Gill
								521 Diana Sam
								521 Joel Gerhardt
								520 Juan Baez
								519 Latisha Dickens
								519 Jonathan Dupre
								519 Kylee Saldvar
								517 Carlie Lindsey
								515 Conrad Nieh
								514 Jonathan Maust
								513 Seamus Wong
								513 Jesus Parra
								513 Corey Vinson
								512 Kimberly Harden
								512 Courtney Davis
								512 Daniel Ford
								512 Robert Weaver
								511 Brent Bowling
								511 Billy Meyer
								511 Collette Chapman
								510 Kimberly Wenzel
								510 Patricia Romero-Otero
								510 LaTonya Tucker
								508 Joshua West
								506 Frank Kacvinsky
								505 Brandi Levi
								505 Melanda Hill
								503 Dana Tieggen
								503 Tawanna Fortson
								502 Christine Moore
								500 Lamine Diakhate


LEADERSHIP BONUS

1




PATRICK BENDURE
\$24,382
Surace-Smith

2



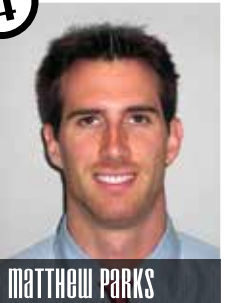
MARIAN SERTLER
\$21,995
Sabrina Lloyd

3




ROBERT KANAAN
\$20,187
Imran Satti

4



MATTHEW PARKS
\$16,587
Surace-Smith

5



NICHOLAS MOORE
\$15,638
Durhon Oldham

MARCH BONUS LEADERS | March Bonus Payout: \$1,405,374 March Bonus Qualifiers: 1,015

- \$24,382 Patrick Bendure
- 21,995 Marian Sertler
- 20,187 Robert Kanaan
- 16,587 Matthew Parks
- 15,638 Nicholas Moore
- 15,477 Erin Allen
- 15,173 Rodney Ward
- 14,741 Nasr Quadri
- 14,675 Ryan Fickert
- 14,072 Doreen Ryan-Foti
- 13,206 Robert Smith
- 13,007 Harold Durana
- 12,795 Zach Otto
- 11,958 Todd Glazer
- 11,730 Hal Herman
- 11,465 Bobby Szwaja
- 11,313 Tom Weller
- 11,036 Christopher Rodriguez
- 10,792 Ofa Tupouniua
- 10,783 Matthew Diulus
- 10,367 Marc Salvaggi
- 9,979 Justin Adams
- 9,907 Jordan Chalom
- 9,804 Michael Clemente
- 9,702 Michael Musso
- 9,282 Mark Dombrowski
- 9,239 Ryan Giddens
- 9,235 Steven King
- 9,136 Patrick Knouse
- 9,040 Thomas Vena
- 9,030 Michael Gerstein
- 8,999 Matthew Turnquist
- 8,959 Daniel Hartwig
- 8,879 Bobby Gujral
- 8,553 Jesse Rennich
- 8,403 Mohammed Moalawi
- 8,306 Arie Davis
- 7,825 David Wang
- 7,788 Noel Rose
- 7,533 Ryan Bisanz
- 7,514 Corey Helly
- 7,478 Brian Zuzick

- \$7,390 Ransley Vazquez
- 7,269 Matthew Wolfanger
- 7,218 Cynthia Schneiderman
- 7,145 Herman Fennell
- 6,950 Joshua Jackson
- 6,726 Mark Beckford
- 6,720 Timothy Wilson
- 6,539 Ryan Stenglein
- 6,269 London Nelson
- 6,210 Sean Velasquez
- 6,206 Cara DeFiore
- 6,097 John Conard
- 6,044 Ryan Hall
- 5,947 Jesse O Martin
- 5,838 Corey Hallam
- 5,723 Raymond Risucci
- 5,717 Andrew McQuade
- 5,661 Evan Holzhauer
- 5,656 Steve Svendson
- 5,650 Mark Kukielski
- 5,602 Jack Keiderling
- 5,599 Christopher Akins
- 5,555 Craig Strompf
- 5,423 Jameetri Washington
- 5,422 Michael Denton
- 5,379 Nicholas Lorence
- 5,355 John Sparby
- 5,326 Ala Awad
- 5,207 David Guzman
- 5,154 Chad Potts
- 5,115 Marisa Willgruber
- 5,083 Sharif Grays
- 5,065 Levar Morgan
- 5,023 Taneshia Solomon
- 5,050 Minh Phung
- 4,848 Liam Flaherty
- 4,830 John Nieves
- 4,820 Melinda-Rae Lyse
- 4,734 Sara Vaz
- 4,727 Stephen Jeung
- 4,710 Melne Lewis
- 4,589 Patrice Amador

- \$4,510 Souleymane Bah
- 4,424 Gevorg Yanukyan
- 4,408 Kody Kramme
- 4,379 Matthew Conrad
- 4,306 Jessica Wilhite
- 4,304 Krista Thieme
- 4,298 Richard Mansfield
- 4,283 Ryan Wilson
- 4,211 Dustin Dunlap
- 4,136 William Brookshire
- 4,125 Porter Balke
- 4,115 Matthew Hogan
- 4,062 Zoltan Krecsko
- 4,051 Jean Joseph
- 4,039 Moli Kaufusi
- 4,026 Albert Serur
- 3,965 Nicholas Scordos
- 3,942 Nicholas Bailey
- 3,910 John Young
- 3,883 Christopher Hintz
- 3,832 Kenneth Greer
- 3,819 Patrick Stenglein
- 3,754 John Collins
- 3,731 Blake Higuchi
- 3,712 Samuel Cohen
- 3,696 David Rigney
- 3,648 Magda Figueiredo
- 3,646 Robert Hamilton
- 3,632 Joseph Quattrochi
- 3,561 Rafi Nawabi
- 3,493 Horace Johnson
- 3,479 Brooke Spain
- 3,450 Emmanuel Villasenor
- 3,300 Rita Haidering
- 3,277 Troy Plummer
- 3,276 Britton Costa
- 3,263 Jake Yagjian
- 3,255 Alexandra Graham
- 4,734 Sara Vaz
- 4,727 Stephen Jeung
- 4,710 Melne Lewis
- 4,589 Patrice Amador

- \$3,128 Maria Soliz
- 3,126 Tyler McKnight
- 3,097 Amy Baird
- 3,076 Brandon Minor
- 3,076 George O'Shea
- 3,004 Shorne Brown
- 2,984 Albert Lau
- 2,966 Bradley Kampmeier
- 2,964 David Hefflin
- 2,962 Linda Eichelberger
- 2,923 Thomas Longino
- 2,894 Brandon Teter
- 2,891 Ryan Tucker
- 4,051 Michael Williams Jr
- 2,883 Jinelly Urena
- 2,799 Allen Watson
- 2,699 Brandon Summerton
- 2,691 Muhammed Ashraf
- 2,605 Drew Sharp
- 2,592 Joseph Tomanovich
- 2,580 Beau Locker
- 2,537 Ernest Powell
- 2,537 Timothy Kieran
- 2,514 Atta Saleh
- 2,500 Trevor Mayer
- 2,493 Jillian Rooks
- 2,486 Michael Vasu
- 2,455 Aaron McLean
- 2,453 Min Jiang
- 2,450 Joshua Krueger
- 2,450 Joshua Crisp
- 2,433 Ashley Wenning
- 2,421 Luay Ghawi
- 2,409 Anita Ferris
- 2,406 Tina Phongsavath
- 2,379 Ibrahim Bah
- 2,350 Patrick Guthrie
- 2,333 Gabriel Feldmann
- 2,326 Peter van der Westhuizen
- 2,325 Scott Montgomery
- 2,302 Alta Herpel
- 2,292 Lorena Barriere

- \$2,250 Holly Lacey
- 2,240 Duni Olusegun
- 2,221 Sebastian Kazek
- 2,212 Richard Barbour
- 2,169 Charles Ferrari
- 2,131 Nacole Newbold
- 2,101 Arthur Sigler
- 2,100 Christina Meyer
- 2,083 Christopher Dicks
- 2,081 Ariana Jones
- 2,019 Carl Carlberg
- 2,006 Mike Lade
- 2,000 Brandon Edens
- 1,956 Michael Williams Jr
- 1,925 Christian West
- 1,920 Adeyemi Akinade
- 1,863 Robert Schneiderman
- 1,836 Carl Carlberg
- 1,828 Joy Vann-Austin
- 1,825 Mir Khan
- 1,813 Eric Thompson
- 1,809 David Schanuel
- 1,803 O'Neil Cooper
- 1,800 Karen McQuoid
- 1,787 Aaron Friedlander
- 1,763 Craig Ebinger
- 1,750 Bilal Farsakh
- 1,732 Fritznel Octave
- 1,731 Troy Elliott
- 1,709 Natalie Linker
- 1,650 Jonathan Maust
- 1,650 Andrzej Sertler
- 1,623 Paul Samra
- 1,588 Amber Dregalla
- 1,585 Cleopatra Sola
- 1,575 Joseph McCallister
- 1,563 Emilee Manthey
- 1,559 Mark Hileman
- 1,533 John Leggio
- 1,510 Michael Russin
- 1,504 Brian Gilmore
- 1,478 Carlos Arballo

- \$1,475 Steven Rios
- 1,468 Alexander Dorey
- 1,463 Michael Shaba
- 1,452 Michelle Crowe
- 1,450 Christopher Kennedy
- 1,425 Julianne Scavo
- 1,400 Erin Moyer
- 1,396 Joseph Kleeb
- 1,379 David Nham
- 1,360 Jorge Guerra
- 1,356 Dominic Telymonde
- 1,350 Michael Stuver
- 1,338 Natalie Soboleva
- 1,325 Richard Bland
- 1,325 Duane Shaw
- 1,313 Marie St Germain
- 1,301 Ashlynn Orng
- 1,300 Robert Wright
- 1,300 Lara Wyatt
- 1,300 Jenna Grula
- 1,300 Darcy Schrieber
- 1,295 Melissa Quintal
- 1,288 Herbert Stell
- 1,278 Jessica Santamarina
- 1,275 Kayla Taylor
- 1,275 James Sodan
- 1,263 Phillip McElfresh
- 1,263 Anthony Theriault
- 1,250 Asiguy Haugabook
- 1,241 Stephen Hill
- 1,238 Ryan Tomajcik
- 1,238 John McDougald
- 1,238 Alma Lozano
- 1,233 Alberto Alcalá
- 1,230 Gabriela Sime
- 1,222 Bruce Viaje
- 1,211 Christopher Earle
- 1,207 Syed Quadri
- 1,200 Alon Fischer
- 1,176 Phillip Perrin
- 1,163 Nikolas Moreschi
- 1,154 Matthew Cartwright
- 1,151 Tara Weisz
- 1,138 Delmy Diaz-Cervantes
- 1,124 Susan Bedrossian
- 1,113 Micah Focken
- 1,113 Bryan Juskiw
- 1,113 Brent Bowling
- 1,100 Garmon Lindmark
- 1,091 Polina Philbin
- 1,091 Lori Dacyk
- 1,087 David Thornton
- 1,082 Kade Beck
- 1,081 David Higa
- 1,078 Robert Nolan
- 1,075 Kimberly Wenzel
- 1,075 Jamie Cates
- 1,063 Kasecy Williamson
- 1,063 Andre Hawthorne
- 1,050 Abdelaziz Farsakh
- 1,044 Patricia Cicerale
- 1,038 Pauline Cresswell
- 1,038 James Harding
- 1,037 Scott Davison
- 1,025 Toriano Landau-Bogan
- 1,025 Mickey Adkins

- \$1,025 Allison Cole
- 1,019 Lisa Richardson
- 1,011 Ryan McIntosh
- 1,006 Jamie Winters
- 1,006 Dexter Phillip
- 1,000 Menno Glick
- 1,000 Jenna Valentine-Thomas
- 1,000 James DePetro
- 1,000 Eric Snyder
- 1,000 Aldina DaRosa
- 975 Troy Williams
- 975 Robert Park
- 975 Lucan Schmidt
- 975 Erica Davis
- 962 Daniel Walton
- 953 Nicholas Engrav
- 950 Ronald Lackey
- 950 Morgan Lobello
- 950 Chantel Floyd
- 942 Aaron Ralston
- 938 Ryan Feehan
- 938 Rory Olson
- 938 Lori Sanders
- 931 Kunlin Zou
- 929 Christopher Chovanec
- 927 Preston Schmidli
- 925 Tyler Worstell
- 917 Shelly Stambach
- 900 Laura Frew
- 900 Kristina Moore
- 900 Jonathan Seguin
- 900 Jason Smith
- 900 Jamal Simmons
- 900 Gregory Graham
- 900 Frank Guarascio
- 900 Elias Boles
- 900 Bryon Eddinger
- 900 Brendon Comeau
- 897 Sandra Byrd
- 885 Timothy Buckner
- 875 Elizabeth Tompkins
- 875 Carey Markoe
- 869 Pablo De La Cruz
- 860 Shahab Mahdaveinejad
- 856 Aaron Dupras
- 850 Tyler Dean
- 850 Peter Kwiatkowski
- 850 Damaris Henderson
- 838 Joshua Cosentino
- 838 Alix Albright
- 825 Slavita Hut
- 825 Orby Kelley
- 825 Heather Miller
- 825 Angeliqve Lavaly
- 800 Jessica Napiza
- 800 Angela Bauer
- 799 Pamela Altman
- 781 Michael Cirelli
- 775 Taurean Flournoy
- 775 Oleg Novitchii
- 775 Michael Coulthard
- 775 John Bacaron
- 775 Cody Toth
- 775 Christopher Murray
- 775 Alvin Ali
- 750 Victor Agurto






- \$750 Michael Kachenmeister
- 750 Lindsey Dettwiller
- 750 Kelsey Roth
- 750 Jeffrey Hall
- 750 James Cassie
- 750 Ho Tran
- 750 Frances Walker
- 750 Edward Crocker
- 738 Rene Ortega
- 737 William Doby
- 725 Stephanie Kell
- 725 Samuel Geissinger
- 725 Jamie Schulz
- 725 Bradley Fordyce
- 724 Christopher Favor
- 720 Aaron Parks
- 715 Andrew Wagner
- 713 Denville Loney
- 707 Mario Andres Chavez
- 700 Vincent Nicastro
- 700 Tiffani Tavormina
- 700 Shiwa Hollingsworth
- 700 Kimberle Spooner
- 700 Ashleigh Sweezo
- 688 Leonel Lazcano
- 675 Torrey Hardy
- 675 Immacula Jacques
- 675 Christopher Bentley
- 675 Brandon Baker
- 675 Benjamin Edwards
- 675 Azar Afnan
- 675 Andrew Wilson
- 675 Alba Williams
- 669 Erica Fitzsimmons
- 650 Zachary Lakatos
- 650 Richard Pazak
- 650 Matthew Bogle
- 650 Kashief Perkins
- 650 Julia Loboda
- 650 John Sola
- 650 Eric Peyton
- 650 Daniel Toshner
- 650 Anna Pulit
- 645 Kyle Schimizzi
- 638 Thomas Yarbrough
- 638 Jordan Kness
- 631 Patrick Duray
- 630 Kyle Lewicki
- 625 Pedro Santos
- 625 Kyle Mitchell
- 625 Justin Diaz
- 625 Juan Saldierna-Vera
- 625 Boris Mendes
- 625 Armando Aiello
- 619 Daryl Williams
- 613 Desiree Martin
- 604 Barbara Seyoum
- 600 Thomas Soloweyko
- 600 Peter Gabranski
- 600 James Lawson
- 600 Frank Cordaro
- 600 Christine Barbour
- 600 Christian Fahey
- 600 Benjamin Roman
- 575 Veronica Carrion






- \$575 Nichelle Alves
- 575 Michelle Seaman
- 575 Michelle Lee
- 575 Michael Taylor
- 575 Lee Jeffers
- 575 Jamil Harris
- 575 Daniel Li
- 571 Daniel Vilas
- 569 Ulrich Jansen
- 550 Tarek Elabasy
- 550 Shalom Chaimov
- 550 Rebecca Warrington
- 550 Micah Emenike
- 550 Matthew Catemolo
- 550 Luke Biereonwu
- 550 Jeremy Gibson
- 550 Derek DeProspero
- 550 DeMario Cooper
- 550 Delores Aguilera
- 550 Christopher McFoy
- 550 Christian LaBoy
- 550 Casey Finley
- 541 Ivan Leung
- 534 Pedro Vazquez Armenteros
- 525 Travis Kovach
- 525 Nicholas Neari
- 525 Matthew Cessna
- 525 Leticia Fields
- 525 Kerlens Larose
- 525 Elba Vargas
- 525 Courtney Kitzman
- 525 Antonio Ramirez
- 520 Sarah Gilmore
- 519 Joseph Quintons
- 500 Zachary Vance
- 500 Vincent Meyer
- 500 Sela Mvae
- 500 Ryan Burns
- 500 Morgan Marshall
- 500 Jordon Graham
- 500 James Urban
- 500 Heather Watts
- 500 Dianne Dedick
- 500 Dennis Allard
- 500 Carrie Padgett
- 500 Carlton Mack
- 500 Alma Barriga-Gonzalez



SA/GA DIRECT CODE FIELD TRAINING BONUS

REINSTATEMENT BONUS

1	2	3	4	5
				
CHRISTINA MEYER \$4,254 Sabrina Lloyd	JOSEPH MCCALLISTER \$4,197 Simon Arias	ALVIN ALI \$4,029 Don Foti	JULIANNE SCAVO \$3,990 Richard Correa	SANJAE WATKIS \$3,735 Williams-Zophin

1	2	3	4	5
				
SAMI MOGANNAM \$7,153 Don Foti	DASON PHAUL \$3,537 Theodore Pappas	NADIRA JOHN \$2,523 Josh Chalom	BRADLEY WEIGAND \$2,027 Surace-Smith	ARTHUR WESTERGEREN \$1,774 Williams-Zophin

MARCH BONUS LEADERS

March Bonus Payout: \$234,426
March Bonus Qualifiers: 406

MARCH BONUS LEADERS

March Bonus Payout: \$77,629
March Bonus Qualifiers: 183

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|---|--|---|--|
| <ul style="list-style-type: none"> \$4,254 Christina Meyer 4,197 Joseph McCallister 4,029 Alvin Ali 3,990 Julianne Scavo 3,735 Sanjae Watkis 3,725 Joshua Crisp 3,599 Brendon Comeau 3,591 Jodi Raymond 3,422 Asiguy Haugabook 2,934 Micah Focken 2,913 Pauline Cresswell 2,790 Angelique Lavaly 2,688 Christian West 2,426 Andrzej Sertler 2,340 Brandon Edens 2,312 Slavita Hut 2,307 Boris Mendes 2,209 Jason Smith 2,178 Joshua Krueger 2,038 Eric Thompson 1,962 Angela Bauer 1,948 Vincent Nicastro 1,857 John Sola 1,846 Darcy Schrieber 1,813 Michael Ashton 1,811 Robert Park 1,769 Aaron Dupras 1,708 Megan Haynes 1,706 James Lawson 1,703 Ryan Tomajcik 1,701 Allison Cole 1,687 Erica Davis 1,656 Michael Stuver 1,607 Matthew Kurey 1,602 Stephan Gustafson 1,557 Menno Glick 1,545 Matthew Caternolo 1,535 Nikolas Moreschi 1,535 Edward Crocker 1,444 Sarah Gilmore 1,426 Dominic Telymonde 1,422 Jonathan Seguin | <ul style="list-style-type: none"> \$1,419 Kimberly Wenzel 1,407 Kasey Williamson 1,349 Dianne Dedick 1,279 Kerlens LaRose 1,275 Michelle Watson 1,249 Nicholas Jack 1,220 Robert Schneiderman 1,213 Janet Ramirez 1,197 Laura Frew 1,192 Pablo De La Cruz 1,188 James Urban 1,185 Carrie Hammer 1,140 Michael Buckelew 1,132 Elias Boles 1,089 Christopher Kennedy 1,070 Jennifer VanKerckvoorde 1,067 Michael Cirelli 1,067 Anna Pulit 1,044 Abdelaziz Farsakh 1,034 Christopher McFoy 1,018 Alma Lozano 1,009 Jenna Gula 1,006 Nacole Newbold 996 Frank Guarascio 994 Felix Gonzalez 992 Michael Jones 960 Dennis Allard 959 Conrad Nieh 955 Kevin Kyler 950 Lindsey Dettwiller 948 William Soulier 943 John McDougald 927 Bryon Eddinger 903 Eric Trautloff 902 Tiffani Ronda 886 Holly Lacey 875 Jesse Benwell 874 Orby Kelley 869 Bret Nilson 863 Donrie Purcell 859 Natalie Soboleva 846 Rebecca Warrington | <ul style="list-style-type: none"> \$838 Zachary Lakatos 835 Delores Aguilera 832 Nicholas Neari 828 Kyle Schimizzi 826 Thomas Yarbrough 825 Ramon Velasquez 816 Delmy Diaz-Cervantes 812 Kimberle Spooner 808 Samuel Geissinger 807 Joseph Quintons 804 Haydee Burrola 801 Mack Doby 799 Michael Coulthard 794 Christine DiSanto 789 Desiree Martin 779 Kade Beck 778 Frank Cordaro 768 Jamie Schulz 768 Chelsea Gobes 765 Anita Thomas 754 Robert Nolan 753 Julian McClain 743 Frances Walker 732 Kelvin Fernandez 731 Gabriela Sime 725 Lucan Schmidt 718 Andre Hawthorne 712 Mahadai Kryshundayal 707 Ruth Socoy 698 Pedro Vazquez Armenteros 694 Stephanie Kell 689 Rene Ortega 671 Deana Plaster 666 Kay Teague 664 Marie St Germain 660 Carmen Lindmark 657 Jessica Napiza 652 Brent Erkkila 649 Michael Kachenmeister 633 Peter Kwiatkowski 627 Spencer Hieam 620 James Sodan | <ul style="list-style-type: none"> \$597 Alba Williams 594 Verniecia Shivers 592 Daniel Steinberg 590 Tiffani Tavormina 586 Michael Russin 584 Lisa Sarish 581 Chantel Floyd 581 James Miller 563 Mickey Adkins 557 Phillip McElfresh 554 Robert Peters 552 Rebyka Moyer 549 James DePetro 546 Michael O'Donnell 543 Zane Moore 542 Craig Arakawa 542 Sonja Koryhaio 542 Brian Gilmore 539 Roberta Whitman 537 Christopher Bentley 528 Heulett Suggs 522 Chelsie Otto 508 Richard Bland |
|---|--|---|--|

- | | | | |
|--|--|---|---|
| <ul style="list-style-type: none"> \$7,153 Sami Mogannam 3,537 Dason Phaul 2,523 Nadira John 2,027 Bradley Weigand 1,774 Arthur Westergren 1,679 Corey LaVigne 1,663 Mitchell Look 1,582 Christian Ortiz 1,484 Harriet Hunter 1,481 Carlo Bonifazi | <ul style="list-style-type: none"> \$1,464 Matt Flores 1,398 Loraine Patterson 1,216 Richard Walus 1,124 Joseph Faisant 1,123 Herivelto Pereira 1,113 Andrew Samples 1,095 Nathan Doyle 978 Mark Harhager 962 Gjergji Zemblaku 959 Adem Abdula | <ul style="list-style-type: none"> \$893 Hector Sartori 891 Bryan Czajkowski 857 Jack Vannice 851 Leon Thompson 822 Laura Dombroski 820 Paul Helling 818 Lawrence Dennis 785 Benton Tong 748 Mahadai Kryshundayal 744 Muhammed Ashraf | <ul style="list-style-type: none"> \$722 Ryan Vopat 698 Howard Dotson 678 Faith Jones 673 Maria Ramirez 648 Anna Senra 575 Megan Herickhoff 538 Ashley Bodnar 516 Joseph B Smith 506 David Higa 505 Fritznel Octave |
|--|--|---|---|



WORLD'S GREATEST \$1,706,447	LEADERSHIP \$1,405,374	SA/GA TRAINING \$234,426	REINSTATEMENT \$77,629
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All qualifiers listed achieved at least \$500 in bonus totals

MILLION DOLLAR CLUB

Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award. Congratulations on your achievements.



Lily Sakai

Cohen-Cohen Agency
Contract Date 05/06/03
Qualified March of 2015
\$2,010,604 of Net ALP



Brock Lampee

Cooley Agency
Contract Date 03/13/08
Qualified March of 2015
\$1,015,104 of Net ALP



Krista Thieme

Cleckner Agency
Contract Date 03/25/01
Qualified March of 2015
\$1,001,092 of Net ALP



Michael van Delft

Satti Agency
Contract Date 08/07/06
Qualified March of 2015
\$1,008,470 of Net ALP

FOUNDERS CLUB

March Qualifiers — Outstanding Producers & PR Representatives:



Lily Sakai

Cohen-Cohen
20th Qualification
\$85,861 Net ALP
95.1 Ret



Erez Shabtay

Altig-Orlovic
13th Qualification
\$70,846 Net ALP
89.1 Ret



Ronald Rivera

Cohen-Cohen
6th Qualification
\$72,668 Net ALP
91.0 Ret



Paul Smith

Surace-Smith
2nd Qualification
\$91,429 Net ALP
87.5 Ret



James Keefer

Simon Arias
1st Qualification
\$83,154 Net ALP
83.3 Ret



Alvin Ali

Don Foti
1st Qualification
\$72,550 Net ALP
81.9 Ret



Kaleiokamaile Viena

Altig-Orlovic
1st Qualification
\$64,740 Net ALP
88.1 Ret

Directors of the Month



Murray Horowitz

Murray had 108.5% growth over March of 2014.



Sales Director



Jason Beckman

Jason is the Top Director for March 2015 with 22.05% Lead Growth.



PR Director

NO GOALS, NO GLORY!



Domenico Bertini

Executive Vice President
AIL & NILICO

THERE ARE MANY DEFINITIONS OF success, but when it comes to business, as in life, success is reaching your goals and all else is commentary.

It's been said that people without goals are just wandering generalities. I'm reminded of what the Aborigines in Australia say: "I am going walkabout." What that really means is "I don't know where I am going, and I don't know when I am coming back."

One of the greatest discoveries in human development has been humans identifying what it is they want. Life becomes great when we know what we want, and it becomes even better when we have a plan and the will to get it.

"WE CAN LEARN ANYTHING WE WANT IN BUSINESS AND LIFE."

Author Napoleon Hill once wrote, "The primary reason for failure is that people do not develop new plans to replace those plans that didn't work."

It's safe to say that there are turning points in everyone's lives. The first would be to know that we are all responsible for our own lives



Above: Domenico introduces SGA David Ackerman at the SGA meeting in Victoria, BC.

and for everything material that happens to us. We need to understand that this life is not a rehearsal for a show or a movie. It is the real thing. Therefore, we need to accept full responsibility before anything great happens to us. This acceptance will bring a radical change to our lives for the better.

The second turning point is the discovery of goals. We don't need a college degree to figure this one out. Start with 10 things you'd like to accomplish in the near future and be willing to do what it takes to make them come true. It won't take as much as you think it would and in time, you are already setting goals for the next ten things. But, your life has already started to change for the better. It's almost subliminal, but it's happening in key areas of your income, family, health, and net worth.

Write your goals down, don't trust your memory. Place them somewhere where you can see them daily. It's said that only 3 percent of adults write their goals down — everyone works for them.

Set a deadline. Time is the driver, what creates the sense of urgency and keeps you going even when you feel like giving up.

Search for obstacles to your goals and have a plan to overcome those obstacles before you start your journey. You will soon find out that it's never about the actual achievement of those goals, rather, it is about the journey. That is why, as you get to destination, you will start thinking about the next journey. It's human nature to want more.

No one is born with this knowledge; setting and achieving goals is a learned skill. We can learn anything we want in business and life. All skills are learnable. The top people in the world were once at the bottom, but once they discovered what they wanted, set goals, and did what it took to achieve their goals, they became top and successful people. You can do what millions of people have already done.

Know what you want and be willing to do what it takes to achieve it.

No goals, no glory!



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